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NEW QUESTION: 1

Universal Containers (UC) offers several enterprise server bundles with professional services. UC has a large catalog of professional services that are compatible with any server. New professional services are constantly being introduced. UC wants to design the product configuration to minimize maintenance and ensure scalability.

Which two actions should the admin take to construct these new bundles?

Choose 2 answers

- A. Create a new Custom Action that is filtered to show only Professional Services Products.
- B. Create a Dynamic Feature for Professional Services Products.
- C. Create a nested bundle that contains all Professional Services Products.
- D. Create a Filter Product Rule with a Product Action filtering for Professional Services Products.

Answer: B,D ([LEAVE A REPLY](#))

Requirement:

- * Minimize maintenance and ensure scalability for professional services in enterprise server bundles.
- * New professional services are introduced frequently, requiring dynamic handling.

Solution Steps:

- * Dynamic Feature (B): Allows dynamic grouping and population of professional services products, ensuring that new services are automatically included in the configuration without manual updates.
- * Filter Product Rule (D): Ensures only compatible professional services are displayed by applying a filtering condition with a Product Action.

Why Other Options Are Incorrect:

- * A: Custom Actions are useful for guiding users during selection but do not minimize maintenance or scale dynamically.
- * C: A nested bundle containing all services is cumbersome to maintain as new services are introduced.

Salesforce CPQ Reference:

- * Dynamic Features and Filter Product Rules are key tools for managing scalable configurations .

NEW QUESTION: 2

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object?

Choose 2 answers

- A.** Picklist values in the Product Family field on the Product object
- B.** Configuration Attribute picklist values
- C.** The Feature Name field on the Configure Products page
- D.** HTML Template Content in the Quote document

Answer: C,D (LEAVE A REPLY)

Issue:

- * Quote Lines on Quote A are grouped incorrectly in the output document.

Possible Causes:

- * C: Quote Line Groups: Existing Quote Line Groups on the Quote override the Group Field setting in the template.
- * D: Group Field in Template Section: The Group Field value in the Line Items template section may cause unexpected grouping.

Why Other Options Are Incorrect:

- * A: The Modified By field has no impact on template grouping.
- * B: Configuration Attributes like location affect product selection, not grouping in Quote templates.

Salesforce CPQ Reference:

- * Grouping behavior is explained in the Quote Templates and Line Item Configuration documentation .

NEW QUESTION: 3

The sales manager at Universal Containers wants to ensure that bundles:

- * Cannot be reconfigured when a Renewal Quote is created.
- * Allow sales reps to configure bundles only on new or amendment quotes.

What should the CPQ specialist do to meet these requirements?

- A.** Ensure SBQQ__ReconfigurationDisabled__c is set to TRUE on the Bundle product.
- B.** Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to "Renewal".

C. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is not equal to "Renewal".

D. Ensure SBQQ__ReconfigurationDisabled__c is set to "Disabled" on the Bundle product.

Answer: C ([LEAVE A REPLY](#))

Requirement Overview:

- * Prevent bundles from being reconfigured in Renewal Quotes while allowing configuration during new or amendment Quotes.

Solution:

- * Use a Custom Action Condition to control when the Reconfigure Line action is available.

- * Set the condition to exclude Renewal Quotes (SBQQ__Type__c != "Renewal").

Steps to Configure:

- * Navigate to the Custom Action Condition related to the Reconfigure Line action.

- * Set the condition criteria to ensure the action is only available for non-Renewal Quotes.

Validation:

- * Test by creating Renewal, New, and Amendment Quotes and verifying the Reconfigure Line action behaves as expected.

NEW QUESTION: 4

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

A. Create a Quote formula field named StartSegment__c that returns 0.

B. Set the Price Dimension's Type to One-Time.

C. Set the Product's Default Pricing Table to Standard.

D. Set the Display Order of the Desegment Line action to 1.

Answer: ([SHOW ANSWER](#))

Unsegmented Product Setup:

- * By setting the Default Pricing Table to Standard, the product appears unsegmented when first added to a quote.

- * This allows users to manually segment the product later if necessary.

Default Pricing Table Configuration:

- * The Standard table ensures that pricing is applied uniformly across the quote without segmentation.

Salesforce CPQ Reference:

- * This behavior is defined in the Price Dimension Configuration Guidelines in CPQ documentation .

NEW QUESTION: 5

Universal Containers Is rolling out a new version of its Premier Support offering named Premier Pro. The sales operations team wants to ensure that when a sales rep renews an existing Contract with Premier Support, It Is replaced with Premier Pro.

What does the admin need to do to support this business requirement?

- A.** Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- B.** Set the Renewal Product field on the Premier Support Product record to Premier Pro.
- C.** Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- D.** Set the Upgrade Target field on the Premier Support Product record to Premier Pro.

Answer: B ([LEAVE A REPLY](#))

Requirement Overview:

* When renewing Contracts with Premier Support, it must automatically be replaced with Premier Pro.

Solution:

* The Renewal Product field on the Product record allows admins to specify a replacement Product for renewals.

Steps to Configure:

- * Navigate to the Premier Support Product record.
- * Populate the Renewal Product field with Premier Pro.
- * Save and test the renewal process to confirm Premier Pro replaces Premier Support on the Quote.

Validation:

* Ensure all renewal Quotes replace Premier Support with Premier Pro automatically.

NEW QUESTION: 6

When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

- A.** The user calculates a Quote.
- B.** The user selects a Configuration Attribute value for a Product
- C.** The user saves the Quote.
- D.** The user selects a Product for the Quote.

Answer: ([SHOW ANSWER](#))

Scenario Overview:

* A Product Rule triggers the addition of the Conference Pass Product when a related Product is selected.

Key Trigger Mechanism:

* Product Rules with an Action to add products execute as soon as the user selects a Product on the Quote.

Steps to Verify:

- * Navigate to the Product Rule for the Conference Pass.
- * Ensure the Evaluation Event is set to fire On Initialization or Selection.

Salesforce CPQ Reference:

* Product Rules are typically triggered based on user actions such as adding Products or configuring attributes.

NEW QUESTION: 7

Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.

How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

- A.** Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- B.** Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFieldSetName on the Quote object that returns the appropriate field set the user's profile.
- C.** Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- D.** Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.

Answer: C ([LEAVE A REPLY](#))

Requirement:

- * Different profiles need to see distinct sets of fields in the Quote Line Editor.

Solution:

- * Create two field sets on the Quote Line object, one for each profile.
- * Use a text formula field named EditLinesFieldSetName on the Quote object to dynamically return the appropriate field set name based on the user's profile.

Why Other Options Are Incorrect:

- * A & B: Field sets must be created on the Quote Line object, not the Quote object.
- * D: This duplicates C but introduces a typo or incorrect description in the explanation.

Salesforce CPQ Reference:

- * Field set configurations for the Quote Line Editor are detailed in CPQ Field Configuration Documentation .

NEW QUESTION: 8

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- A.** Set up a Lookup Price Rule referencing a custom object.
- B.** Create a Feature level Configuration Attribute.
- C.** Set the Configuration Attribute with Apply to Product Options to True.

D. Create a bundle level Configuration Attribute.

Answer: ([SHOW ANSWER](#))

Requirement:

* Ensure that the cubic volume selected at the bundle level applies to all Product Options.

Solution:

* Option C: Setting the Configuration Attribute's Apply to Product Options to True ensures the selected value cascades to all Product Options within the bundle.

* Option D: Creating a bundle-level Configuration Attribute allows sales reps to select a single cubic volume value that governs all Product Options in the bundle.

Why Other Options Are Incorrect:

* A: Lookup Price Rules reference external objects but are not relevant to syncing a volume value across Product Options.

* B: Feature-level Configuration Attributes are scoped to specific features, not the entire bundle.

Salesforce CPQ Reference:

* The functionality of Configuration Attributes and their application to Product Options is documented in Bundle Configuration Guidelines .

[https://help.salesforce.com/s/articleView?](https://help.salesforce.com/s/articleView?id=sf.cpq_config_attribute_guidelines.htm&type=5)

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NEW QUESTION: 9

An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the rule to fire within this specific bundle.

What is a valid setup for the Configuration Rule?

A. The Configuration Rule must be associated with Product records used in Product Actions.

B. The Configuration Rule must be associated with the Product Feature used within the bundle.

C. The Configuration Rule must be associated with the Product Option records used in Product Actions.

D. The configuration Rule must be associated with the Parent Product in the bundle.

Answer: **D** ([LEAVE A REPLY](#))

Requirement:

* Ensure a Product Rule fires only within a specific bundle.

Solution:

* Associating the Configuration Rule with the Parent Product ensures that the rule executes only during configuration of the specified bundle.

Why Other Options Are Incorrect:

* A, B, C: Associating the rule with Product records, Features, or Options does not scope the rule specifically to the parent bundle.

Salesforce CPQ Reference:

* Configuration Rules and their association with Parent Products are documented in CPQ Configuration Rule Guidelines .

NEW QUESTION: 10

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- A.** Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- B.** Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- C.** Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- D.** Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

Answer: C (LEAVE A REPLY)

* Understanding the Requirement:

* Universal Containers wants a bundle with pre-selected Product Options.

* Sales reps should mostly leave the default configuration as-is but need the flexibility to make changes when required.

* Salesforce CPQ Feature Overview:

* Configuration Type:

* Determines whether sales reps can modify the configuration of a bundle product.

* Setting it to Allowed permits the flexibility to configure without mandating it.

* Configuration Event:

* Defines when the bundle configurator is accessible.

* Setting it to Edit prevents the configurator from opening automatically but allows sales reps to access it by clicking the "Reconfigure" link.

* Configuration Steps:

* Navigate to the Bundle Product record in Salesforce CPQ.

* Set the Configuration Type field to Allowed. This ensures the configurator is optional and not enforced.

* Set the Configuration Event field to Edit. This enables the configurator to be accessible only upon user action.

* Key Behaviors:

* With these settings, sales reps can use the default configuration but still make changes if needed by accessing the configurator manually.

* The "Reconfigure" link in the quote line becomes available for editing.

* Testing and Validation:

* Add the bundle to a Quote.

- * Verify that the configurator does not open automatically.
- * Check that the "Reconfigure" link is accessible on the Quote Line for editing options.

References:

This solution is aligned with Salesforce CPQ documentation on managing bundle configurations and providing sales reps with flexible configuration options.

NEW QUESTION: 11

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activities the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.

What should the user see on the renewal Quote?

- A.** Additional discounts from the original Quote will automatically populate on the renewal.
- B.** The renewal Quote start date will be the Contract end date plus one day.
- C.** Optional products from the original Quote will pull into the renewal.
- D.** All Quote Line items will be pulled through from the original Quote.

Answer: ([SHOW ANSWER](#))

* Scenario:

* Renewal Pricing Method is set to List, and the Quote contains standalone fixed-price subscription and non-subscription products.

* Behavior:

* Discounts from the original Quote are carried forward to the renewal Quote automatically as part of the renewal process, ensuring consistency in pricing.

* Salesforce CPQ Reference:

* Renewal Quote generation processes consider discounting rules as part of the Renewal Pricing Method .

NEW QUESTION: 12

Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family.

How should the admin meet the requirement in the most efficient manner?

- A.** Create a single Template Section, and use the Group Field functionality to ensure appropriate grouping by Product Family.
- B.** Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field.
- C.** Create a single Template Section, and use the LineSortField special field to ensure appropriate grouping by Product Family.
- D.** Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Conditional Print field.

Answer: ([SHOW ANSWER](#))

- * Requirement:
- * Separate products into different Line Item tables by Product Family when rendering a document.
- * Solution:
- * The Group Field functionality within a single Template Section can group Line Items by Product Family dynamically, avoiding the need for multiple Template Sections.
- * Why Other Options Are Incorrect:
- * B & D: Creating multiple Template Sections for each Product Family introduces redundancy and is less efficient.
- * C: LineSortField sorts products but does not create separate tables.
- * Salesforce CPQ Reference:
- * Group Field functionality is explained in the Quote Templates and Template Sections guidelines .

NEW QUESTION: 13

An admin has implemented a new CPQ business requirement In a sandbox. They have created new products and used them to construct a bundle. The admin has also created a Product Rule that automatically selects Product Options when the user selects a specific Configuration Attribute.

In which sequence should the admin migrate the records related to the new CPQ functionality In order to maintain record relationships?

- A.** Products, attributes, options, rules
- B.** Products, options, attributes, rules
- C.** Products, attributes, rules, options
- D.** Attributes, products, options, rules

Answer: B (LEAVE A REPLY)

Requirement Overview:

- * Migrate new CPQ functionality from a sandbox, ensuring that record relationships are preserved.

Migration Sequence:

- * Products: Base level of the bundle.
- * Options: Product Options depend on the Product.
- * Attributes: Attributes are referenced by Product Options.
- * Rules: Product Rules depend on Products, Options, and Attributes.

Steps to Migrate:

- * Export and import Products first.
- * Migrate Options, followed by Attributes, and finally Rules.

Validation:

- * Test the migrated functionality to ensure all dependencies and relationships are intact.

NEW QUESTION: 14

Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes.

Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.

What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Product Options.
- B. Product Features.
- C. Configuration Attributes.
- D. Option constraints.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 15

Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

- A. Add a partner to the Partner on the Quote record.
- B. Create a Contracted Price record related to an Account record.
- C. Populate the Generate Contracted Price field on a Quote record.
- D. Generate a Contracted Price via the Contracted checkbox on the Quote record

Answer: B,D ([LEAVE A REPLY](#))

Requirement Overview:

* A customer requires specific pricing for their account.

Solution:

* B. Contracted Price Record:

* Directly create a Contracted Price record related to the customer's Account.

* D. Contracted Checkbox:

* Select the Contracted checkbox on the Quote record to generate a Contracted Price automatically when the Quote is finalized.

Steps to Configure:

* Option B:

* Navigate to the Account and create a Contracted Price record for the specific Product and pricing.

* Option D:

* On the Quote, select the Contracted checkbox and ensure the Quote is synced to generate the Contracted Price.

NEW QUESTION: 16

An admin has created a Small Business Bundle product with List Price = \$5.00 with these Product Options:

If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

- A. \$17.50
- B. \$25.00
- C. \$37.50
- D. \$5.00

Answer: (SHOW ANSWER)

Bundle Configuration:

- * Small Storage Container (Option 1): $\$2.00 \times 10 = \20.00
- * Shipping (Option 4): \$7.50 (bundled).
- * Other Options (Option 2 and Option 3):
- * Medium Storage Container: Not selected.
- * Custom Box Label: Not selected.

Calculation:

- * Bundle Parent Product Price: \$5.00
- * Total Price: \$5.00 (bundle) + \$20.00 (Option 1) + \$7.50 (Option 4) = \$25.00 Why Other

Answers Are Incorrect:

- * A: Ignores bundled Option 4 price.
- * C: Includes non-selected options in the total.
- * D: Excludes all Option prices, which is inaccurate.

Salesforce CPQ Reference:

- * Bundling logic and pricing are covered under Bundle Configuration Guidelines .

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NEW QUESTION: 17

How should the admin ensure Universal Containers' users can generate output documents in Microsoft Word format?

- A. Set the Allow Output Format Change checkbox on the Quote Template.
- B. Set the Allow Output Format Change checkbox on each user in User Settings.
- C. Create a second Quote Template in Microsoft Word format.
- D. Create duplicate Template Sections in Microsoft Word format.

Answer: (SHOW ANSWER)

Requirement:

- * Allow users to generate output documents in Microsoft Word format.

Solution:

- * The Allow Output Format Change checkbox in User Settings enables users to select alternative formats like Microsoft Word during document generation.

Why Other Options Are Incorrect:

- * A: The checkbox is user-specific, not template-specific.
- * C: Creating a second template is unnecessary when users can dynamically change the format.
- * D: Template Sections do not control output formats.

Salesforce CPQ Reference:

- * Configuring user settings for document generation is detailed in CPQ Quote Templates Documentation .

NEW QUESTION: 18

A user is unable to see a particular Product on the Product Selection screen when clicking Add Products.

What are two potential reasons the Product is unavailable

Choose 2 answers

- A.** The Hidden checkbox on the Product record is set to TRUE.
- B.** The Add Products button has a Custom Action Condition associated to it.
- C.** The Component checkbox on the Product record is set to TRUE.
- D.** The Add Products button has a Search Filter associated to it.

Answer: C,D (LEAVE A REPLY)

Potential Causes:

- * Component Checkbox: Products marked as Components are typically excluded from being directly selectable in the Product Selection screen unless part of a bundle .
- * Search Filter: Custom Search Filters on the Add Products button limit the display of products based on criteria such as product attributes or field values.

Excluded Reasons:

- * Hidden Checkbox: This is generally used to hide products from the Quote Line Editor, not the Product Selection screen.
- * Custom Action Condition: While these can limit the Add Products button's visibility, they do not directly affect individual product visibility.

Salesforce CPQ Reference Points:

- * Documentation on Product Selection Behavior and Search Filters confirms these behaviors .

NEW QUESTION: 19

How should an admin enable renewal uplift on an Account?

- A.** Change the Renewal Pricing Method to Same on the Account.
- B.** Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.

C. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.

D. Update the Markup (%) field on the Renewal Quote.

Answer: (SHOW ANSWER)

Requirement Overview:

- * Enable Renewal Uplift for the Account to adjust pricing for renewals.

Steps to Configure:

- * Renewal Pricing Method:

- * Navigate to the Account record.

- * Set the Renewal Pricing Method field to Uplift.

- * Renewal Uplift (%):

- * On the related Contract record, populate the Renewal Uplift (%) field with the desired percentage increase.

Validation:

- * Test the renewal process by generating a Renewal Quote and ensuring the Uplift applies to subscription pricing.

NEW QUESTION: 20

Universal Containers has a product that can either be sold in increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.

Which two actions should the admin take to set this product up so it can be renewed or last perpetually?

Choose 2 answers

A. Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.

B. Set the product up to use the Renewable value in the Subscription Type field.

C. Set the product up to define the Renewable/Evergreen value in the Subscription Type field.

D. Expose the Default Subscription Term field in the Quote Line Editor, allowing the sales reps to choose between selling monthly or annually.

Answer: C,D (LEAVE A REPLY)

Requirement Overview:

- * A product needs to support both renewable subscriptions (annual) and evergreen subscriptions (monthly, lasting perpetually).

Solution:

- * C. Renewable/Evergreen: Set the Subscription Type field to Renewable/Evergreen to support both behaviors.

- * D. Default Subscription Term: Allow sales reps to define whether the subscription is sold monthly or annually by exposing the Default Subscription Term field in the Quote Line Editor.

Steps to Configure:

- * Navigate to the Product Record.
- * Set the Subscription Type to Renewable/Evergreen.
- * Add the Default Subscription Term field to the Quote Line Editor Field Set.

Validation:

- * Confirm that sales reps can toggle between selling the product monthly or annually.

NEW QUESTION: 21

A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote.

The Subscription Term Is 24 months. The Product's Default Subscription Term Is 12 months, The Quantity is 10, The List Unit Price is \$120.

If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step in the standard price waterfall?

- A. Regular Unit Price: \$108.00 Customer Unit Price: \$168.00 Net Unit Price: \$156.00
- B. Regular Unit Price: \$108.00 Customer Unit Price: \$86.40 Net Unit Price: \$82.08
- C. Regular Unit Price: \$216.00 Customer Unit Price: \$172.80 Net Unit Price: \$164.16

Answer: C (LEAVE A REPLY)

Requirement Overview:

- * Calculate the pricing steps for a subscription product with a 24-month term.

Calculation Details:

- * Regular Unit Price:
- * Default Subscription Term = 12 months.
- * Adjusted for 24 months: $\$120 \times 24 / 12 = \216.00 .
- * Customer Unit Price:
- * Apply 10% Volume Discount: $\$216.00 \times (1 - 0.10) = \194.40 .
- * Apply 20% Additional Discount: $\$194.40 \times (1 - 0.20) = \172.80 .
- * Net Unit Price:
- * Apply 5% Partner Discount: $\$172.80 \times (1 - 0.05) = \164.16 .

Validation:

- * Verify each step in the Salesforce CPQ price waterfall to ensure accuracy.

NEW QUESTION: 22

A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines.

What are two reasons that could explain this behavior?

Choose 2 answers

- A. Opportunity Products are only created for Quote Lines with a Net Total that is different than 0.
- B. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.
- C. The Price Book Entry of the Product has been set to Inactive.
- D. The Exclude from Opportunity checkbox on the Product has been set to TRUE.

Answer: ([SHOW ANSWER](#))

Issue Context:

* Not all Quote Lines are generating Opportunity Product records during the Amendment process.

Possible Causes:

* A. Net Total = 0:

* Salesforce CPQ does not create Opportunity Products for Quote Lines with a Net Total of zero.

* D. Exclude from Opportunity:

* If the Product has the Exclude from Opportunity checkbox set to TRUE, it prevents Opportunity Product creation.

Steps to Investigate:

* Verify the Net Total of the Quote Lines.

* Check the Product configuration for the Exclude from Opportunity setting.

Validation:

* Update the relevant fields and test the Amendment process to ensure all eligible Quote Lines generate Opportunity Products.

NEW QUESTION: 23

The admin wants to ensure that within one bundle, either Product A or Product B can be added to the Quote.

During configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the Quote rather than Product B.

Which setup should the admin use to meet these requirements?

A. A Product Selection Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a Product Action will remove Product B.

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B. A Product Selection Rule with a higher Evaluation Order where the Product Action removes Product A when Product B is chosen, and a second Product Selection Rule with a lower Evaluation Order which removes Product B when Product A is chosen.

C. A Product Alert Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.

D. A Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.

Answer: ([SHOW ANSWER](#))

* Understanding the Requirement:

* Within a bundle, Products A and B must be mutually exclusive, allowing the user to select either but not both.

- * If both products are selected, the system should automatically remove Product B and retain Product A.
- * Optimal Salesforce CPQ Solution:
- * Product Selection Rule:
 - * This rule dynamically evaluates conditions and executes actions, such as adding or removing products.
 - * It is suitable for automating the removal of conflicting products based on user selections.
- * Summary Variables:
 - * Used to check if both products are selected during configuration.
- * Implementation Steps:
 - * Step 1: Create a Product Rule:
 - * Navigate to Product Rules in Salesforce CPQ.
 - * Create a new rule with the following settings:
 - * Type: Selection
 - * Evaluation Event: Always
 - * Scope: Product
 - * Step 2: Define Error Conditions:
 - * Add two Error Conditions to evaluate if both Product A and Product B are selected:
 - * Error Condition 1: Check if Product A is selected using a Summary Variable.
 - * Error Condition 2: Check if Product B is selected using a Summary Variable.
 - * Step 3: Configure Product Action:
 - * Add a Product Action to Remove Product B if both Error Conditions are true.
 - * Ensure the rule prioritizes retaining Product A over Product B.
 - * Rationale for Option A:
 - * Option A is the most direct and efficient approach, leveraging Product Selection Rules to automatically enforce the requirement.
 - * Options C and D use alert or validation rules, which display messages and rely on user intervention, failing the requirement of automatic resolution.
 - * Option B introduces conflicting rules with differing evaluation orders, which can lead to complex and unpredictable behavior.
- * Validation and Testing:
 - * Add the bundle to a Quote and configure it to select both Product A and Product B.
 - * Verify that Product B is automatically removed, and Product A is retained.

References:

Salesforce CPQ documentation highlights the effectiveness of Product Selection Rules for handling dynamic product configurations and resolving conflicts.

NEW QUESTION: 24

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

A. \$480.00

B. \$450.00

C. \$500.00

D. \$470.00

Answer: D ([LEAVE A REPLY](#))

* Scenario Breakdown:

* List Price = \$100

* Quantity = 5

* Discount Schedule Type = Slab

* Discount Unit = Percent

* Slab Discount Mechanism:

* In a Slab Discount Schedule, the discount applies to the units within each tier individually, not cumulatively.

* If the quantity is within the first slab, no discount applies unless specified for that slab.

* Calculation:

* Assuming the Discount Schedule for the first slab (1-5) has a 6% discount:

* Regular Unit Price = List Price $\times$ (1 - Discount Percent)

* Regular Unit Price = \$100 $\times$ (1 - 0.06) = \$94 per unit.

* For 5 units: Total Price = \$94 $\times$ 5 = \$470.

* Validation: This approach aligns with Salesforce CPQ Discount Schedule functionality for Slab Type Discount.

NEW QUESTION: 25

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates.

How can a CPQ Specialist meet this business requirement?

A. Separate Quotes must be created for each unique Start Date.

B. Set both the Order by Quote Line Group and Ordered checkboxes to True.

C. Change Default Order Start Date in CPQ Package settings to Quote Start Date.

D. Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.

Answer: ([SHOW ANSWER](#))

* Business Requirement Context:

* Universal Containers needs the ability to split Orders by the Start Dates of the Quote Lines.

- * Each Order generated will correspond to a unique Start Date.
- * Key Salesforce CPQ Features:
- * Order By Field: This field on the Quote allows CPQ specialists to specify the criteria for splitting orders. By selecting the SBQQ__StartDate__c field, orders will be created based on the Start Dates of Quote Lines.
- * Ordered Checkbox: Setting this to True ensures that the Quote Lines are converted into Orders during the ordering process.
- * Step-by-Step Configuration:
- * Navigate to the Quote in Salesforce CPQ.
- * Locate the Order By picklist field and set its value to SBQQ__StartDate__c. This ensures Quote Lines are grouped by their Start Dates for Order generation.
- * Check the Ordered checkbox on the Quote to mark it ready for Order generation.
- * Expected Outcome:
- * When the Orders are generated, CPQ will create separate Order records for each unique Start Date present in the Quote Lines.
- * Validation and Testing:
- * Create a Quote with multiple Quote Lines having different Start Dates.
- * Process the Quote through the Ordering process to verify separate Orders are created for each Start Date.

References:

This approach is aligned with Salesforce CPQ's guidelines for managing multi-start date Orders and can be verified under "Guidelines for Splitting Orders" in the official Salesforce CPQ documentation.

NEW QUESTION: 26

The admin at Universal Containers has received several reports that unwanted price changes have occurred on Quotes that have already been approved.

Which two configuration changes should the admin make to prevent this issue from happening?

Choose 2 answers

- A.** Remove any edit permissions on pricing fields in the field level security.
- B.** Assign a different layout to ensure users cannot access the Quote Line Editor, and hide the related list of Quote Lines.
- C.** Add a Validation Rule on an approved Quote and Quote Line to prevent any material changes.
- D.** Create a Product Rule, type Validation, that blocks users from editing Quote or Quote Line fields.

Answer: C,D (LEAVE A REPLY)

Requirement Overview:

- * Prevent users from making price changes to Quotes or Quote Lines that have already been approved.

Solutions:

* C. Validation Rule:

* Create a Validation Rule to block any material changes to approved Quotes or Quote Lines.

* D. Product Rule:

* Use a Validation Product Rule to prevent edits to pricing fields once a Quote has been approved.

Steps to Configure:

* Validation Rule:

* Navigate to Setup > Validation Rules for the Quote and Quote Line objects.

* Create rules to restrict edits when the status is set to Approved.

* Product Rule:

* Create a Validation Product Rule targeting Quote or Quote Line fields.

Validation:

* Test by attempting to edit an approved Quote and verifying the system prevents changes.

NEW QUESTION: 27

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

A. Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.

B. Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.

C. Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.

D. Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.

Answer: (SHOW ANSWER)

Requirement Overview:

* Universal Containers needs to send Approval Requests to both the Deal Desk and Finance teams simultaneously.

Solution:

* Use Advanced Approvals to configure multiple Approval Steps within a single Approval Chain.

* Set the steps to run in parallel to minimize the time required for approval.

Steps to Configure:

* Navigate to Advanced Approvals in Salesforce CPQ.

* Create an Approval Chain with two steps: one for the Deal Desk and one for the Finance team.

* Configure both steps to run in parallel by assigning them the same step number.

NEW QUESTION: 28

Universal Containers has a fixed bundle with selected Product Options. After selecting the bundle, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

- A.** Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.
- B.** Set the bundle product record field Configuration Type to Required and Configuration Event to Always.
- C.** Set the bundle product record field Configuration type to Allowed and Configuration Event to Always.
- D.** Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add

Answer: ([SHOW ANSWER](#))

Requirement:

* When a fixed bundle is selected, users should bypass the configuration process entirely.

Solution:

- * Setting the Configuration Type to Allowed ensures users can configure the bundle if necessary.
- * Setting the Configuration Event to Always skips the configuration process automatically for preconfigured bundles.

Why Other Options Are Incorrect:

- * A: Setting Configuration Type to Disabled prevents any configuration, which may not align with future flexibility requirements.
- * B: Required forces configuration instead of skipping it.
- * D: Configuration Event = Add requires the user to manually trigger the process during addition.

Salesforce CPQ Reference:

* Bundle Configuration Settings and their implications are detailed in CPQ Configuration Guidelines .

NEW QUESTION: 29

A sales rep at Universal Containers is configuring an amendment Quote. The original Quote featured a single annual Subscription with a Net Unit Price of \$600, a Quantity of 10, and a Subscription Term of 24 months.

Ten months into the term of the Contract, the sales rep wants to issue a prorated refund for the original purchase and quote a new, more expensive Subscription in its place.

Using the standard price waterfall, what is the expected Net Total of the amended Subscription once the Quantity is set to cr

A. -S2S0

- B. -\$2,500
- C. -\$350
- D. -\$3,500

Answer: B ([LEAVE A REPLY](#))

Scenario:

- * Original subscription: \$600 Net Unit Price × Quantity 10 × 24 months = \$14,400.
- * Refund: Ten months into the contract, 14 months remain unused.

Calculation:

- * Refund amount = $(\$600 \times 10 \times 14) \div 24 = -\$3,500$.
- * Amended subscription refund (Quantity = 0): 14 months refund prorated = -\$2,500.

Why Other Options Are Incorrect:

- * A, C, D: The refund calculations either overstate or understate the prorated refund based on the subscription term and remaining months.

Salesforce CPQ Reference:

- * Prorated refunds and subscription amendments are explained in CPQ Subscription Pricing Documentation .

NEW QUESTION: 30

If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A.** On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- B.** Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.
- C.** On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
- D.** Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.

Answer: ([SHOW ANSWER](#))

Requirement:

- * Ensure approval requests are routed to a substitute manager during the original manager's absence.

Solution:

- * The Delegated Approver lookup field on the Approver record allows the admin to specify a temporary approver.

* Setting the Delegation End field ensures the delegation automatically ends upon the original manager's return.

Why Other Options Are Incorrect:

* A: Using the Next Approver field for temporary delegation is not the intended functionality.

* B: Creating an Approval Rule with start and end dates is overly complex and unnecessary.

* D: Replacing the original Approver record risks permanent changes and is not recommended for temporary delegation.

Salesforce CPQ Reference:

* Delegated Approval Settings are documented under Advanced Approvals Configuration Guidelines .

NEW QUESTION: 31

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

A. Set Next Automated Approver Determined By to Manager on the Approval Process.

B. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.

C. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.

D. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.

Answer: ([SHOW ANSWER](#))

Requirement Overview:

* Assign generated Approval requests to the user's direct manager.

Solution:

* Salesforce CPQ's Advanced Approvals package includes the setting Next Automated Approver Determined By, which allows Approvals to be routed automatically to the user's manager.

Steps to Configure:

* Navigate to the Approval Process.

* Set Next Automated Approver Determined By to Manager.

* Save and test the Approval process to ensure it correctly assigns to the manager.

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NEW QUESTION: 32

Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

* Product A is configured to have a 36 Month Subscription Term

(SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of \$36,000.

* Product B is configured to have a 1 Month Subscription Term

(SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of \$2,000, Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied.

5 the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

A. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier =

18* Product B Net Total = \$540,000

B. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier =

18* Product B Net Total = \$36,000

C. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier =

1* Product B Net Total = \$360,000

Answer: (SHOW ANSWER)

Scenario:

* Product A has a 36-month Subscription Term with a List Price of \$36,000.

* Product B has a 1-month Subscription Term with a List Price of \$2,000.

* Quote Subscription Term is 18 months.

Calculation:

* Product A Prorate Multiplier = $18 / 36 = 0.5$.

* Net Total = $\$36,000 \times 15 \times 0.5 = \$270,000$.

* Product B Prorate Multiplier = $18 / 1 = 18$.

* Net Total = $\$2,000 \times 15 \times 18 = \$36,000$.

Why Other Options Are Incorrect:

* A: The Net Total for Product B is incorrectly inflated.

* C: The Prorate Multiplier for Product B should reflect the Quote Term-to-Subscription Term ratio, not default to 1.

Salesforce CPQ Reference:

* Prorated pricing and multiplier calculations are explained in Subscription Pricing Guidelines .

NEW QUESTION: 33

What is the correct order of data import to load Quote Template in CPQ?

A. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions

B. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions

C. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

D. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

Answer: A ([LEAVE A REPLY](#))

Data Import Order for Quote Templates:

* Salesforce CPQ requires Quote Template data to be imported in a structured order to ensure that relationships between objects are correctly established.

* Quote Template: Base structure for the quote document.

* Template Sections: Define sections of the quote.

* Line Columns: Specify how data appears in tables within the quote.

* Template Content: Includes HTML and text for the quote layout.

* Quote Terms: Define legal or contractual terms.

* Term Conditions: Conditions related to the terms.

Salesforce CPQ Reference:

* Best practices for Quote Template imports align with Salesforce CPQ implementation guides for maintaining dependencies .

NEW QUESTION: 34

Cloud Kicks (CK) uses Salesforce CPQ to streamline its sales process for customers, partners, and distributors. As part of CK's implementation, sales reps are able to specify a Partner Discount within the Quote Line Editor.

Sales reps are reporting the Quote and Quote Lines' prices fail to recalculate automatically after a value is entered or changed in the Partner Discount field. The reps must press the Save or Quick Save button manually to trigger the calculation instead. How can the consultant ensure the real-time calculation is triggered in response to field changes within the Quote Line Editor?

A. Enable the Partner Discount in the Calculating Fields field set

B. Ensure the ChannelDiscountsOffUst__c field value is set to 1.

C. Enable the Calculate Immediately field on the Pricing and Calculation tab.

D. Ensure the ApplyPartnerDiscountfirst__c field value is set to 1.

Answer: C (LEAVE A REPLY)

Real-Time Calculation:

* The Calculate Immediately field in CPQ ensures that pricing calculations occur automatically when changes are made in the Quote Line Editor without requiring manual saving.

Field Behavior:

* Enabling this field configures CPQ to detect changes to the Partner Discount or other relevant fields and trigger real-time recalculations.

Salesforce CPQ Reference:

* Configuration settings for real-time pricing calculations are documented in the Pricing and Calculation Package Settings .

NEW QUESTION: 35

Cloud Kicks (CK) has recently phased out Product Option X and is ne longer actively selling it ta new customers. New customers can sign up for the current Product Option Y Instead.

Management has decided that CK will also migrate existing contracts to this new product version at renewal.

'Which steps should the admin take to achieve this?

A. Update the Renewal Product field an the Product and Product Optiens, and set the Renewal Forecastcheckbox to TRUE an the Contract record.

B. On the Subscription record, change the Product Lookup to refer to the new version of the Product.

C. Leverage a Selection Product Rule ta remave the old Product, and automatically add the new Product,

D. Use a Price Rule to swap the Product Lookup on Quote Ling when a Renewal Quote Line is generated.

Answer: A (LEAVE A REPLY)

Requirement:

* Migrate existing contracts to a new Product version upon renewal.

Solution:

* Update the Renewal Product field to specify the new version of the Product.

* Enable the Renewal Forecast checkbox on the Contract to ensure renewal Quotes reference the new Product version.

Why Other Options Are Incorrect:

* B: Changing the Product Lookup on the Subscription directly bypasses standard renewal processes.

* C: Selection Product Rules enforce configurations during quoting but are not suitable for renewals.

* D: Price Rules do not modify Product references during renewal Quotes.

Salesforce CPQ Reference:

* Renewal product management is outlined in the CPQ Subscription and Renewal Guidelines .

NEW QUESTION: 36

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.

What is the cause of this behavior?

- A. A Product Rule is preventing the Additional Discount from being edited.
- B. The Non Discountable field is marked True on the Product record for the Quote Line.
- C. Additional Discount is a locked field on amendment Quotes.
- D. The org is using legacy amendment and renewal service.

Answer: C (LEAVE A REPLY)

Scenario Overview:

* The Additional Discount field cannot be edited during amendments by design in Salesforce CPQ.

Explanation:

* Salesforce CPQ locks certain fields on amendment Quotes to preserve the original pricing structure and prevent inconsistencies.

Validation:

* This behavior is standard and cannot be overridden without customizations.

<https://help.salesforce.com/s/articleView?id=000382118&type=1>

NEW QUESTION: 37

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule. Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- B. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- C. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- D. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

Answer: B (LEAVE A REPLY)

Requirement:

* Hide products with the Product Family "Software" when a Configuration Attribute is set to "Perpetual." Solution:

* Use an Error Condition to evaluate the Product Family value on the Product Option record.

* Configure a Product Action to Show all products except those with the Product Family "Software." Mechanism:

* The Error Condition evaluates the Configuration Attribute's value against the Product Option.

* The Product Action ensures visibility is dynamically controlled based on the evaluated condition.

Salesforce CPQ Reference:

* Error Conditions and Product Actions are key components of Product Rules in CPQ to implement dynamic product behavior .

NEW QUESTION: 38

The Admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the Admin noticed that the Price Action failed to populate the custom field. The Admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the Admin ensure this custom field can be referenced by the calculator?

A. The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.

B. Revoke the Advanced Calculator and re-authorize the Calculation Service.

C. Rename the custom field label, then recreate the Price Action to reference the new field label.

D. Re-execute the Post Install Script in Package settings to ensure the Calculator Referenced Fields are up- to-date.

Answer: ([SHOW ANSWER](#))

Issue Context:

* The custom field is not being updated by the Price Rule even after enabling triggers in the CPQ Package Settings.

Root Cause:

* After creating new fields or updates, the Post Install Script must be executed to register custom fields in the Calculator Referenced Fields list.

Solution Steps:

* Navigate to Setup > Installed Packages > Salesforce CPQ.

* Locate the Post Install Scripts section and click Run.

* Test the Price Rule again to verify that the custom field is updated correctly.

Salesforce CPQ Documentation Reference:

* Custom fields must be registered with the calculator for the Price Rule engine to interact with them properly.

NEW QUESTION: 39

A Configuration Attribute displays a Product Option picklist field named Custom_Picklist__c. A picklist field with the same name exists on the Quote Line object, and is set to restrict the picklist to the values defined in the value set. The Quote Line picklist contains fewer values than the field from the Product Option.

Which behavior can the user expect if they choose a value for the configuration attribute that is unique to the Product Option picklist, and then tries to save the bundle?

- A. The selected value is saved to the quote line field.
- B. An error message appears that prevents saving the configuration.
- C. The Save button is gray and unavailable in the configurator.
- D. A null value is saved to the quote line field.

Answer: B (LEAVE A REPLY)

Scenario Overview:

* A Configuration Attribute displays a picklist with more values than the corresponding field on the Quote Line, which is restricted to a predefined set.

Behavior:

* When a user selects a value that is not in the Quote Line field's restricted picklist, Salesforce CPQ prevents saving and displays an error.

Validation:

* The Quote Line enforces the picklist restriction, ensuring data integrity across the configuration and Quote Line Editor.

NEW QUESTION: 40

An admin has created a validation Product Rule that must display an error message upon clicking Save if a Product Option is selected while a Configuration Attribute is set to a specific value. When the user chooses the Product Option, then sets the Configuration Attribute to the specific value. The error message appears before Save is clicked.

What can the admin change on the Product Rule or Configuration Attribute to ensure the error message only appears upon clicking Save?

- A. Add a Product Rule Error Condition to check if Evaluation Action = Save.
- B. Change the Configuration Attribute field Apply Immediately to False.
- C. Change the Product Option field Apply Immediately to True.
- D. Change the Product Rule field Evaluation Event to Save.

Answer: B (LEAVE A REPLY)

Issue:

* The validation error message appears immediately after a user sets a specific value in the Configuration Attribute, even before saving.

Solution:

* Setting Apply Immediately to False ensures that changes in Configuration Attributes do not trigger immediate validations. Instead, validations occur only upon clicking Save.

Why Other Options Are Incorrect:

* A: Evaluation Action does not exist as a field for Product Rule Error Conditions.

* C: Changing the Apply Immediately field for Product Options does not affect the Configuration Attribute's behavior.

* D: Setting Evaluation Event to Save applies to the rule's scope but does not address Configuration Attribute settings.

Salesforce CPQ Reference:

* Configuration Attribute Settings are explained in CPQ Configuration Attribute documentation .

NEW QUESTION: 41

The admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quote Lines for Product A. the item the customer purchased previously'

A. Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.

B. Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.

C. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.

D. Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.

Answer: A (LEAVE A REPLY)

Requirement:

* Apply a 10% discount to Product A on the Quote Line if the customer has previously purchased Product A (stored as an Asset).

Solution:

* Summary Variable:

* Sum the Quantity field on Asset records for Product A.

* Price Condition:

* Verify that the Summary Variable is greater than 0 to confirm the customer has purchased Product A.

Why Other Options are Incorrect:

- * B: Quote Lines do not track prior purchases; Assets do.
- * C, D: These do not align with the requirement to verify prior purchases via Assets.

Salesforce CPQ Reference:

- * Summary Variables and their use in Price Rules are documented under CPQ Discounting Guidelines .

NEW QUESTION: 42

An Admin at Universal Containers wants to set up a product bundle that dynamically generates SKUs depending on what their users choose during the selling process. Which three fields are required for this type of configuration?

- A. Component Code Position
- B. Custom Configuration Page
- C. Component Description Pattern
- D. Component Code
- E. Configured Code Pattern

Answer: A,D,E ([LEAVE A REPLY](#))

Dynamic SKU Generation:

- * A dynamic SKU is created based on user choices during the configuration process. This requires fields that define patterns and positions for combining components into a single SKU.

Required Fields:

- * Component Code Position: Determines the position of each component in the SKU.
- * Component Code: Represents individual product codes that contribute to the SKU.
- * Configured Code Pattern: Defines the overall pattern of the dynamically generated SKU.

Salesforce CPQ Reference:

- * Dynamic SKU creation is described under Configuration and Product Bundling Guidelines .

NEW QUESTION: 43

Universal Containers wants to allow customers to return and receive credit for asset Products.

How should the admin meet the requirement?

- A. Set Asset Amendment Behavior to Allow Refund for the Product and set a negative Quantity on the Amendment Quote.
- B. Set Asset Amendment Behavior to Allow Refund for the Product and reduce the Quantity on the Amendment Quote.
- C. Edit the Quantity field on the Asset record to reflect the updated Quantity.
- D. Edit the Effective Quantity field on the Asset record to reflect the updated Quantity.

Answer: ([SHOW ANSWER](#))

Requirement:

- * Allow customers to return asset Products and receive credit.

Solution:

- * Setting the Asset Amendment Behavior to Allow Refund enables the product to be reduced in quantity on an Amendment Quote.
- * Reducing the Quantity on the Amendment Quote triggers a refund process in CPQ.

Why Other Options Are Incorrect:

- * A: Negative quantities are not a supported standard in Amendment Quotes.
- * C & D: Asset records should not be manually edited as changes must flow through Quotes and Orders.

Salesforce CPQ Reference:

- * Refund handling and Asset Amendment Behavior are described in Amendment and Renewal Processes .

NEW QUESTION: 44

An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the Admin change to meet the business requirement?

- A.** Set the Product field Asset Conversion picklist to One per Unit.
- B.** Set the CPQ Package setting Renewal Model to Asset Based.
- C.** Set the Account field Renewal Model to Asset Based.
- D.** Set the Product field Asset Amendment Behavior picklist to Allow Refund.

Answer: A ([LEAVE A REPLY](#))

Requirement Overview:

- * Admin needs to generate one Asset record for each unit of the Product upon contracting.

Solution Details:

- * The Asset Conversion field determines how Salesforce CPQ creates Asset records from Quote Lines.
- * Setting Asset Conversion to One per Unit ensures that for each quantity of the Product, a corresponding Asset is created.

Steps to Configure:

- * Navigate to the Product record.
- * Locate the Asset Conversion picklist and select One per Unit.
- * Save and test the configuration by creating a Quote, contracting it, and verifying the Asset creation.

NEW QUESTION: 45

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirements?

A. Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.

B. Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.

C. Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ__QuotePricebookId__c on the Opportunity.

D. Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

Answer: D (LEAVE A REPLY)

Requirement:

- * Provide 80 products for general access while restricting access to 20 special products for a specific user group.

Solution:

- * Two Price Books:

- * General Access Price Book: Includes only the 80 products available to all users.

- * Special Access Price Book: Includes all 100 products for users with elevated access.

- * Guided Selling: Dynamically assigns the appropriate Price Book based on user access level, ensuring visibility is controlled.

Salesforce CPQ Reference:

- * The Price Book strategy with Guided Selling is detailed in the Product and Price Configuration guidelines .

NEW QUESTION: 46

Given a customer's tiered pricing model, an admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the admin configure the Discount Schedule to meet this requirement?

A. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

B. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

C. Set the Discount Unit to Amount, create a custom Override_Amount, _c field on the Edit Tiers page, select the User Defined checkbox, and then choose All from the Override Behavior picklist.

D. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.

Answer: ([SHOW ANSWER](#))

Requirement Overview:

* Users need to define Discount Tiers where the values are treated as the Regular Price instead of amounts deducted from the List Price.

Solution:

* Configure the Discount Schedule to:

* Set the Discount Unit to Amount.

* Choose All from the Override Behavior picklist.

* Select the Use Price for Amount checkbox to treat the tier values as Regular Prices.

Steps to Configure:

* Navigate to the Discount Schedule Record.

* Set the Discount Unit to Amount.

* Select All from the Override Behavior picklist.

* Check the Use Price for Amount box.

Validation:

* Test the Discount Schedule to ensure the defined tier values are treated as Regular Prices.

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NEW QUESTION: 47

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence?

Choose 3 answers

A. Additional Discount Fields

B. Prorate Multiplier

C. Contracted Price

D. Target Customer Amount

E. Discount Schedules

Answer: B,C,E ([LEAVE A REPLY](#))

CPQ Price Calculation Sequence:

* The Regular Price is calculated as part of the price waterfall, and several factors influence it.

Key Contributors:

* Prorate Multiplier: Adjusts prices for subscription products based on term alignment.

* Contracted Price: Overrides the List Price for specific customers.

* Discount Schedules: Apply volume or tiered discounts during price calculation.

Why Other Options Are Incorrect:

* A: Additional Discount Fields apply after Regular Price is calculated.

* D: Target Customer Amount is used in quoting, not directly in Regular Price calculation.

Salesforce CPQ Reference:

* Price waterfall and Regular Price contributors are detailed in CPQ Pricing Configuration .

NEW QUESTION: 48

A Universal Containers User states that a Configuration Attribute value can be set up during the initial configuration, but the value is not present when they reconfigure. What should the Admin check to ensure the Configuration Attribute value is properly saved?

A. A twin field must be created on the Quote object.

B. A twin field must be created on the Product Option object.

C. A twin field must be created on the Product object.

D. A twin field must be created on the Quote Line object.

Answer: ([SHOW ANSWER](#))

Requirement Overview:

* Ensure that the Configuration Attribute value is retained when reconfiguring a bundle.

Solution:

* Create a twin field on the Quote Line object with the same API name as the Configuration Attribute.

This allows the value to persist and be passed between configurations.

Steps to Configure:

* Navigate to Setup > Object Manager > Quote Line.

* Create a new custom field with the same API name as the Configuration Attribute.

* Test the configuration to ensure the value persists during reconfiguration.

NEW QUESTION: 49

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page.

Which solution meets the business requirement without creating a separate Price Book?

A. Create a bundle with a Configuration Attribute.

B. Create multiple bundles with validation Product Rules.

C. Create a Hidden Filter in Product Selection based on Profile.

D. Create a Filter Product Rule.

Answer: ([SHOW ANSWER](#))

Requirement Overview:

* Each sales team needs access to a specific subset of products without requiring separate Price Books.

Solution:

* Use multiple bundles with validation Product Rules to restrict access to specific products based on user criteria (e.g., Profile or custom field).

* This avoids the need to create and manage separate Price Books for each team.

Steps to Configure:

* Create a bundle for each subset of products.

* Use Product Rules to validate and restrict access based on sales team criteria.

Validation:

* Test the Product Selection page to ensure that each sales team can access only their specific subset of products.

NEW QUESTION: 50

Universal Containers has four Price Rules with different Calculator Evaluation Events and Evaluation Orders.

Which rule will evaluate first?

A. Rule D with Evaluation Order of 5, and Calculator Evaluation Event of On Calculate

B. Rule C with Evaluation Order of 20, and Calculator Evaluation Event of Before Calculate

C. Rule A with Evaluation Order of 10, and Calculator Evaluation Event of Before Calculate

D. Rule B with Evaluation Order of 20, and Calculator Evaluation Event of On Initialization

Answer: ([SHOW ANSWER](#))

Evaluation Order Logic:

* Calculator Evaluation Events determine when a rule is executed:

* On Initialization: Executes before other events.

* Before Calculate: Executes before the calculation phase.

* On Calculate: Executes during the calculation phase.

* Evaluation Order: Within the same event phase, rules execute based on their Evaluation Order (lower numbers execute first).

Why Rule B Executes First:

* Rule B uses the On Initialization event, which precedes all other events, regardless of the Evaluation Order.

Why Other Options Are Incorrect:

* A, B, and C: Rules with Before Calculate or On Calculate events execute after On Initialization.

Salesforce CPQ Reference:

* Pricing rule evaluation is covered in the CPQ Pricing Logic Guidelines .

NEW QUESTION: 51

Universal Containers has an add-on product that can only be sold as part of bundles.

Which two steps should the admin take to meet this requirement?

Choose 2 answers

- A. Create a product Feature record referencing the add-on product.
- B. Set the customer community availability picklist on the add-on Product to never.
- C. Set the component checkbox to TRUE on the add-on product record.
- D. Create a product Option records referencing the add-on product on each bundle.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

Universal Containers (UC) defines a Warranty Period in a field on

its Products and wants to ensure that this Warranty Period is

correctly stored on the Asset record. A twin field has been

created on the Asset record. UC contracts from the Order.

When leveraging the twin field functionality to pass this

Information to the Asset record, on which object should the admin create a twin field?

- A. Product Option
- B. Order Product
- C. Opportunity Product
- D. Quote Line

Answer: D ([LEAVE A REPLY](#))

Requirement:

- * Ensure the Warranty Period from the Product is correctly transferred to the Asset record.

Solution:

- * Create a twin field on the Quote Line because:
- * The Quote Line stores product-specific information during quoting.
- * When the Quote is contracted, the twin field ensures the value is passed to the Order Product and then to the Asset record.

Why Other Options Are Incorrect:

- * A: The Product Option is used within bundles and does not directly transfer to the Asset.
- * B: The Order Product receives data from the Quote Line, so the twin field must originate there.
- * C: The Opportunity Product is not involved in the CPQ twin field data flow.

Salesforce CPQ Reference:

- * Twin fields and their data flow from Quote Line to Asset are detailed in CPQ Field Mapping Documentation .

NEW QUESTION: 53

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500

\$8,600 plus \$7 per unit above 1,000

Which pricing method should the admin select for this service?

A. Block

B. Tiered

C. Segmented

D. List

Answer: A (LEAVE A REPLY)

Tiered pricing in Salesforce CPQ applies a cumulative price where each tier has a marginal rate (e.g., \$9 per unit above 100). This matches the scenario: \$1,000 for 0-100 units, then \$9/unit for 101-500, \$8/unit for 501-

1,000, and \$7/unit above 1,000, building on the prior tier's total (e.g., \$4,600 at 500).

Option B (Tiered) supports this incremental pricing model. Option A (Block) uses fixed prices per range, not cumulative rates.

Option C (Segmented) isn't a standard CPQ pricing method. Option D (List) applies a flat unit price, ignoring tiers. Salesforce CPQ documentation defines Tiered pricing for this use case.

References: Salesforce CPQ Documentation - "Tiered Pricing" and "Pricing Methods".

NEW QUESTION: 54

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

A. Move the Clone and Delete actions into the Quote Line Editor drawers.

B. Change the Actions Column Placement in package settings to Left.

C. Update the Custom Action Location to left.

D. Set a lower value in the Display Order field in the Custom Action record.

Answer: B (LEAVE A REPLY)

Issue:

* Sales reps experience excessive horizontal scrolling to access the Clone and Delete actions in the Quote Line Editor.

Solution:

* Quote Line Editor Drawers provide a compact and user-friendly way to access actions without excessive scrolling.

Steps to Configure:

* Navigate to Setup > Custom Actions.

* Configure the Clone and Delete actions to appear in the Quote Line Editor drawers.

Validation:

* Open the Quote Line Editor and confirm that the actions are accessible without horizontal scrolling.

NEW QUESTION: 55

Universal Containers (UC) has asked their admin to add a new product selection rule to their flagship bundle.

In their flagship bundle, there is a nested bundle "Warranty" that contains three warranty options: Gold, Platinum, and Diamond. By default, there is no warranty option selected. If a user has not set a warranty option and selects the product option "Premium Container" in the flagship bundle, the Diamond warranty option should automatically be selected in the child bundle.

How should the UC admin set the configuration rule?

- A.** Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to None.
- B.** Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to 1.
- C.** Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to 2,
- D.** Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to None.

Answer: ([SHOW ANSWER](#))

Scenario:

* Automatically select the Diamond Warranty Option in the child bundle if Premium Container is selected in the parent bundle and no warranty is selected.

Solution:

- * Child Bundle Condition Level = 1: Ensures the condition applies at the child bundle level.
- * Child Bundle Action Level = None: Prevents overwriting user-selected options but enables automatic defaulting when none are selected.

Why Other Options Are Incorrect:

- * B & C: Setting inappropriate levels may lead to overwriting user selections or incorrect rule execution.
- * D: Setting both levels to None results in no action or condition enforcement.

Salesforce CPQ Reference:

* Configuration rules and child bundle handling are outlined in CPQ Bundle Configuration Guidelines

NEW QUESTION: 56

An Admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with".

If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

- A.** Sales reps can replace the text, but are unable to leave the required field blank.
- B.** Sales reps can change the operator from "starts with" to "contains".
- C.** Sales reps can see the filter, but are unable to alter the filter text.
- D.** Sales reps can delete the text to ignore the filter.

Answer: D (LEAVE A REPLY)

In Salesforce CPQ, when search filters are configured with predefined values and visible to sales reps, their interaction with the filter is determined by the filter's configuration and available operators. The behavior described here is tied to Search Filters in the Product Selection screen, which allow users to refine the list of displayed products based on specific criteria.

* Search Filter Configuration:

* Predefined Filter Value: Here, the filter is set with a value ("Green").

* Operator: The operator "starts with" limits the search to product codes beginning with the text

"Green."

* Sales Rep Interaction with the Filter:

* The visibility of the search filter enables sales reps to view and interact with the criteria during product selection.

* Specifically, sales reps have the ability to delete the predefined text to ignore the filter and retrieve a broader or unrestricted product list.

* Documentation Alignment: According to Salesforce CPQ guidelines (as referenced in the Salesforce CPQ package settings and user behaviors), if filters are not marked as "required," users can remove or modify the filter values dynamically. This is designed to offer flexibility during quoting while maintaining filter defaults for ease of use.

The interaction described above aligns with Salesforce CPQ's behavior regarding visible search filters, emphasizing that sales reps can clear the filter text unless restricted by additional customization.

* Use Case Reference:

* When a sales rep begins a quote and searches for products, the filter defaults to "Green."

* If the rep does not want to limit the product search to codes starting with "Green," they can simply remove the text and refresh the results.

Relevant Salesforce CPQ References:

* Search Filters in the Quote Line Editor section of CPQ documentation .

* Guidelines for Search Filter Configuration and behaviors when visible filters are not required .

NEW QUESTION: 57

Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product search screen.

How can the admin configure the Product to meet this requirement?

- A.** Set the Configuration Type field to Allowed.
- B.** Select the Component checkbox on the Product.
- C.** Select the Hidden checkbox on the Product.
- D.** Set the Asset Conversion field to One per unit.

Answer: B ([LEAVE A REPLY](#))

Requirement Overview:

* Universal Containers sells a Product exclusively as part of a bundle and does not want it to appear in the Product Selection screen.

Solution:

* The Component checkbox ensures the Product is only available as part of a bundle and is hidden from the general Product Selection screen.

Steps to Configure:

- * Navigate to the Product Record for the item.
- * Select the Component checkbox.
- * Save the changes.

Validation:

* Confirm that the Product is not visible on the Product Selection screen but is available within its assigned bundles.

NEW QUESTION: 58

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- A.** All Products with Price Book Entries in all Active Currencies.
- B.** All Products with Price Book Entries when Dated Exchange Rates are enabled.
- C.** All Products with Price Book Entries with a positive Price.
- D.** All Products with Price Book Entries in the Opportunity/Quote Currency.

Answer: ([SHOW ANSWER](#))

Requirement:

* Ensure that products available for selection are filtered by the Quote's currency.

Solution:

* CPQ filters products based on the Price Book Entries associated with the Opportunity/Quote's currency.

Why Other Options Are Incorrect:

- * A: Active currencies do not determine product availability.
- * B: Dated Exchange Rates do not affect product selection directly.
- * C: Products with a zero Pricebook Entry are not valid for selection.

Salesforce CPQ Reference:

* Multi-currency product selection is documented in CPQ Multi-Currency Configuration .

NEW QUESTION: 59

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Which settings should be used on the Price Rule and product option to meet these requirements?

- A.** Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- B.** Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- C.** Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option A is set to Apply Immediately
- D.** Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option A is set to Apply Immediately

Answer: [\(SHOW ANSWER\)](#)

To update Product Option B's quantity in real time when Product Option A is selected, a Price Rule must trigger dynamically in the configurator. Option A sets the Evaluation Scope to "Configurator" (for real-time updates during configuration), the Configurator Evaluation Event to "Edit" (triggering when edits occur), and "Apply Immediately" on Product Option B (ensuring its quantity updates instantly). Option B (Calculator scope) applies during price calculation, not real-time configuration. Option C targets Product Option A's immediacy, but the rule must affect B's quantity. Option D combines Calculator scope with A's immediacy, missing the real-time configurator need. Salesforce CPQ documentation supports Configurator scope for real-time updates. References: Salesforce CPQ Documentation - "Price Rules" and "Configurator Events".

NEW QUESTION: 60

Universal Containers has set up an Account lookup field, Distributor__c, on the Quote to identify different distributors per group. Distributor accounts have a Discount_Level__c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- A.**
- B.**

Answer: **A** [\(LEAVE A REPLY\)](#)

Requirement:

- * Ensure the correct Distributor Discount is applied to Quote Lines based on the distributor's Discount_Level__c field value.

Solution:

- * Configurator Scoped Price Rule:
- * A Price Condition checks whether the SBQQ__Quote__r.Distributor__c field is populated.

* If the field is blank, the rule does not execute.

* Price Action:

* Injects the value of the Discount_Level__c field from the Distributor account into the Quote Line's SBQQ__DistributorDiscount__c field.

Why Option A is Correct:

* Configurator Scope ensures the rule is evaluated during configuration, applying discounts dynamically as the Quote is edited.

Why Option B is Incorrect:

* Calculator Scoped Price Rules execute during calculations (not configuration), which may result in delayed discount updates.

Salesforce CPQ Reference:

* Price Rules and their scopes are documented in the CPQ Pricing Logic Configuration .

NEW QUESTION: 61

A subscription product that was newly created fails to display In the Product Selection screen when users search for it.

What are three possible reasons for this behavior?

Choose 3 answers

A. The Active checkbox is FALSE on the Product record.

B. The Product is missing a related Cost record.

C. The Optional checkbox is TRUE on the Product record.

D. The Product is missing a Pricebook Entry for the Quote's Pricebook,

E. The Component checkbox is TRUE on the Product record.

Answer: A,D,E (LEAVE A REPLY)

Scenario:

* A subscription product does not appear in the Product Selection screen during search.

Possible Causes:

* A: The Active checkbox must be TRUE for the product to appear.

* D: The product requires a Pricebook Entry in the corresponding Quote's Pricebook.

* E: If the Component checkbox is TRUE, the product is treated as a bundle component, not standalone, and will not appear in search results.

Why Other Options Are Incorrect:

* B: Cost records are unrelated to product visibility.

* C: The Optional checkbox determines bundling behavior, not search visibility.

Salesforce CPQ Reference:

* Product visibility settings are detailed in CPQ Product Selection Configuration .

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NEW QUESTION: 62

Universal Containers sells a monthly subscription service with tiered pricing:

Which approach will allow the Quote Line's List Price to reflect these tiers?

- A.** Set the Product's Pricing Method = List and Create Block Prices.
- B.** Set the Product's Pricing Method = Block and Create Block Prices
- C.** Create a Discount Schedule with Type = Range and Discount Unit = Price.
- D.** Create a Discount Schedule with Type = Slab and Discount Unit = Amount.

Answer: (SHOW ANSWER)

Scenario:

* A tiered pricing structure requires different amounts to be applied based on the quantity purchased.

Solution:

- * Use a Discount Schedule with:
- * Type = Slab: Ensures different price amounts are applied for each tier.
- * Discount Unit = Amount: Specifies fixed dollar values for each tier.

Why Other Options are Incorrect:

- * A, B: Block pricing is unsuitable because the requirement is tier-based, not fixed blocks.
- * C: Range type does not handle tiered pricing accurately.

Salesforce CPQ Reference:

- * Discount Schedules with Slab type are detailed in CPQ Discounting Guidelines .

NEW QUESTION: 63

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the Admin do to meet this requirement?

- A.** Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.
- B.** Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.
- C.** Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.

D. Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.

Answer: D ([LEAVE A REPLY](#))

Requirement Overview:

- * A group of users should receive Approval requests simultaneously, and only one user's response is required to approve.

Key Configuration:

- * Use a Group ID to associate the group of approvers.
- * Setting Unanimous = False ensures that only one approval is needed to proceed.

Steps to Configure:

- * Navigate to the Approver Record related to the Approval Rule.
- * Reference the appropriate Group ID.
- * Set the Unanimous checkbox to False.

Validation:

- * Test the Approval process by submitting a Quote for approval and confirming that one approval suffices.

NEW QUESTION: 64

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

- A.** The fields that trigger a calculation event to occur.
- B.** The fields that appear in the Quote Line Drawer.
- C.** The Quote Line fields that are visible.
- D.** The Quote fields that may be edited.

Answer: ([SHOW ANSWER](#)**)**

Requirement Overview:

- * Control the visibility of fields in the Quote Line Editor.

Solution:

- * The Edit Lines Field Set Name special field on the Quote object references the field set used to control which Quote Line fields are visible in the editor.

Steps to Configure:

- * Navigate to the Field Set on the Quote Line object.
- * Add or remove fields from the field set referenced in the Edit Lines Field Set Name field.

Validation:

- * Test the Quote Line Editor to ensure only the configured fields are visible.

NEW QUESTION: 65

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

A. \$480, 00

B. \$240, 00

C. \$120, 00

Answer: ([SHOW ANSWER](#))

Subscription Product Configuration:

* Product B uses the Percent of Total pricing model based on Product A's Net Price.

* Product B's Percent of Total Base is set to "Net," and its Percent of Total Target is set to Product A.

* Product B's Percent of Total (%) is configured as 10%.

Calculation:

* Product A Net Total = \$2,400

* Product B Net Total = 10% of Product A Net Total = $2,400 \times 0.1 = 240$

Salesforce CPQ Reference:

* Percent of Total pricing logic is described under Percent of Total Products .

NEW QUESTION: 66

Universal Containers wants to quote a product that will persist until the customer cancels the subscription.

How should the admin set up this product so all downstream processes create perpetual subscriptions?

A. Price Rule should put the value Evergreen into the Subscription Type field on each of that Product's Quote Lines.

B. The admin should uncheck the Auto-calculate contract end date setting to prevent contracts from expiring.

C. The sales rep should create a Quote without an end date or a subscription term associated with it.

D. The value Evergreen should be put into the Subscription Type field on the Product.

Answer: **A** ([LEAVE A REPLY](#))

Requirement Overview:

* Universal Containers wants to create a subscription product that will persist indefinitely unless canceled by the customer.

Key Configuration:

* The Evergreen value in the Subscription Type field defines a perpetual subscription in Salesforce CPQ.

* Using a Price Rule ensures this field is dynamically set on each Quote Line for the product, automating downstream processes such as contract generation and order management.

Steps to Implement:

- * Create a Price Rule targeting the Quote Line object.
- * Set the Subscription Type field to Evergreen for the relevant Quote Lines.
- * Activate and test the Price Rule to confirm the behavior.

NEW QUESTION: 67

Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100.

Which two steps should the Admin take to meet this requirement? Choose 2 answers

- A.** Create a Price Book Entry of \$100 for the product
- B.** Set the Price Book Entry custom field Percent_of_Total_Target_c to \$100.
- C.** Set the product's Percent of Total Constraint field to List price is minimum.
- D.** Create a Price Book Entry of \$0 for the product.

Answer: ([SHOW ANSWER](#))

Requirement:

- * Ensure a product priced as a Percent of Total has a minimum price of \$100.

Solution Steps:

- * Option A: Create a Price Book Entry of \$100 to set the minimum price for the product.
- * Option D: Create a \$0 Price Book Entry to handle scenarios where Percent of Total calculation would otherwise drop below \$100.

Why Other Options Are Incorrect:

- * B: The custom Percent_of_Total_Target_c field is not used for minimum pricing enforcement.
- * C: The Percent of Total Constraint field alone does not enforce minimum pricing.

Salesforce CPQ Reference:

- * Percent of Total pricing and minimum price settings are described in CPQ Pricing Configuration .

NEW QUESTION: 68

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

- A.** Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.
- B.** Remove the Subscription flag from the Product's Search Filters Field Set.
- C.** Remove the Subscription flag from the Product's Search Results Field Set.

D. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.

Answer: D (LEAVE A REPLY)

Requirement Overview:

* Restrict sales reps to only selecting subscription Products when using the Add Subscriptions Custom Action.

Solution Details:

* The Search Filter for the Add Subscriptions action should include only subscription Products.

* Setting the Filter Value to Hidden ensures that only Products matching the filter criteria are displayed.

Steps to Configure:

* Navigate to the Search Filter related to the Add Subscriptions action.

* Set the Filter Value to True.

* Mark the Hidden checkbox to restrict visibility to subscription Products.

Validation:

* Test the Custom Action to confirm that only subscription Products are visible.

NEW QUESTION: 69

Product A has the 'One per Unit' option selected within the Asset Conversion pteclist.

Users are reporting that when they modify the quantity for Product A on an amendment Quote, the following error displays:

"Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update." What should the CPQ specialist do to ensure sales reps can edit the quantity of asset-based products within an amendment Quote?

A. Set the Asset Amendment Behavior field value to "Default"

B. Set the Asset Amendment Behavior field value to "Allow Refund".

C. Set the Asset Conversion field value to "One per Quote".

D. Conversion field value to "None".

Answer: B (LEAVE A REPLY)

Comprehensive Detailed Step-by-Step Explanation with all Salesforce CPQ References

* Understanding the Issue:

* The error message, "Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update," occurs because the default behavior prevents a decrease in asset quantities unless explicitly allowed.

* Asset Conversion for Product A is set to "One per Unit," requiring each unit to be treated as a separate asset.

* Key Salesforce CPQ Setting:

* Asset Amendment Behavior:

* This field on the Product determines how CPQ handles amendments for asset-based products.

- * Setting it to "Allow Refund" enables sales reps to reduce the quantity of assets during amendment quotes without generating errors.
- * Configuration Steps:
 - * Navigate to the Product Record for Product A in Salesforce CPQ.
 - * Locate the Asset Amendment Behavior field.
 - * Change its value to Allow Refund.
 - * Save the changes.
- * Impact of the Change:
 - * Sales reps can now amend the quantity of Product A on amendment quotes.
 - * The system will process the reduction in quantity without triggering an error, as the refund behavior is explicitly enabled.
- * Verification:
 - * Create an amendment quote for a contract involving Product A.
 - * Adjust the quantity of Product A and confirm that the amendment processes successfully without errors.

References:

This approach is in line with Salesforce CPQ guidelines on managing amendments for asset-based products.

NEW QUESTION: 70

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date.

Which date will CPQ use to calculate the prorate multiplier?

- A.** The earliest date
- B.** The Quote date
- C.** The Quote Line date
- D.** The latest date

Answer: C ([LEAVE A REPLY](#))

Requirement:

- * Calculate the prorate multiplier when a subscription product's End Date differs from the Quote's End Date.

Solution:

- * CPQ uses the Quote Line date (specific to the subscription product) to calculate the prorate multiplier.

This ensures alignment with the subscription term.

Why Other Options Are Incorrect:

- * A & D: Earliest or latest dates do not determine prorate multipliers.
- * B: The Quote date applies to the Quote as a whole, not individual subscription products.

Salesforce CPQ Reference:

- * Prorate multiplier calculations are outlined in Subscription Management Guidelines .

The order of precedence for evaluating subscription dates is as follows (1) Quote Line, (2) Quote Line Group, and (3) Quote

<https://help.salesforce.com/s/articleView?id=000383503&type=1>

NEW QUESTION: 71

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A. An Order without Order Products is created.
- B. A second Order is generated with the remaining Quote Lines.
- C. An error is thrown informing the user an order already exists.
- D. The existing Order is updated with the remaining Quote Lines.

Answer: B (LEAVE A REPLY)

Scenario:

* The Create Order button generates an Order with half the Quote Lines, and the Ordered checkbox is selected.

Outcome:

* When the Ordered checkbox is checked, remaining Quote Lines are eligible for a new Order. A second Order will be generated for the remaining lines.

Why Other Options Are Incorrect:

- * A: An Order without Order Products is invalid in this scenario.
- * C: No error is thrown because multiple Orders are allowed from the Quote.
- * D: Existing Orders are not updated with new Quote Lines.

Salesforce CPQ Reference:

* The behavior of the Create Order button is detailed in CPQ Order Management documentation .

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