



# Download Salesforce Sales-Admn-202 Exam Dumps Free

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# Question 1

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Question Type: MultipleChoice

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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?

## Options:

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- 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:

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C

## Explanation:

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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 .

## Question 2

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Question Type: MultipleChoice

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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?

Options:

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

Answer:

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C

Explanation:

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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.

## Question 3

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Question Type: MultipleChoice

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After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

Options:

- A- Core Salesforce Quote object
- B- CPQ Quote Line object
- C- Opportunity object
- D- CPQ Quote object

Answer:

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C

Explanation:

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Advanced Approvals Context:

The Opportunity Object is configured out-of-the-box to integrate fully with Advanced Approvals.

Other objects, like the CPQ Quote or Quote Line, may require additional customization.

Functionality:

Advanced Approvals use Approval Rules, Chains, and Conditions to automate the approval process.

Predefined templates and configurations are readily available for the Opportunity Object.

Validation:

After installation of the Advanced Approvals package, confirm the Opportunity Object's configuration. No additional setup is required for basic functionality.

## Question 4

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Question Type: MultipleChoice

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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?

Options:

- 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 EditLinesFietdSetName on the Quote object that returns the appropriate field set the user's profile.
- C- Price Rule should put the value Evergreen into the Subscription Type field on each of that Product's Quote Lines.
- 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:

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C

Explanation:

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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 .

## Question 5

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Question Type: MultipleChoice

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Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

Options:

- A- Product
- B- Contract
- C- Expiration Date
- D- Discount
- E- Effective Date

Answer:

A, C, D

Explanation:

Requirement:

Clients can negotiate a discount for Product A until a specified date before contract activation.

Relevant Fields on the Contracted Price Record:

Product: Identifies Product A as the subject of the negotiated price.

Expiration Date: Specifies the end of the discount eligibility period.

Discount: Sets the agreed discount percentage for the negotiated price.

Salesforce CPQ Reference:

Contracted Price Record management is key to implementing client-specific pricing strategies .

## Question 6

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Question Type: MultipleChoice

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The admin at Universal Containers has created a Configuration Attribute in a bundle that allows the end user to choose a picklist field value. A Price Rule has been created in the calculator that will set a discount based on the chosen picklist field value. This discount should be applied on the bundle Product and its Options.

Options:

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- A- Ensure that Apply Immediately has been set to TRUE.
- B- Ensure that the Default Object field is set to Quote Line.
- C- Ensure that Apply to Product Options has been set to TRUE.
- D- Ensure that the Configuration Attribute's Feature field is set to Null.

Answer:

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C

## Question 7

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Question Type: MultipleChoice

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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?

Options:

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- 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:

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B

## Explanation:

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### 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.

## Question 8

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**Question Type:** MultipleChoice

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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?

### Options:

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**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:

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A

Explanation:

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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

## Question 9

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Question Type: MultipleChoice

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What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in?

Choose 2 answers

### Options:

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- A- The user must have access to the CPQ quote and all related objects.
- B- The user that authorizes the calculation service is a non-human admin user.
- C- The users role should be placed at the top of the Role Hierarchy.
- D- The user that authorizes the calculation service has API Only enabled.

### Answer:

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B, C

### Explanation:

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Considerations for Authorizing Calculation Service:

The Calculation Service must be authorized by a user who has sufficient privileges and stable permissions.

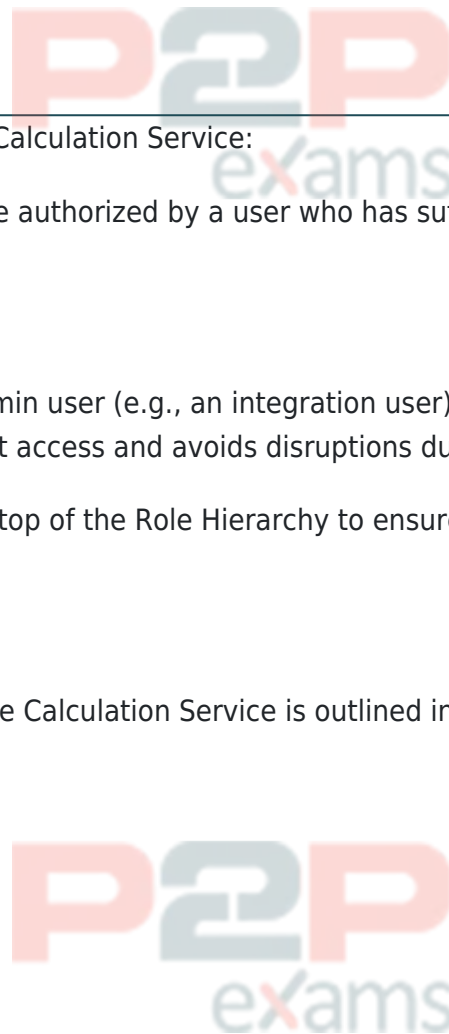
Solution Steps:

Option B: Use a non-human admin user (e.g., an integration user) to authorize the Calculation Service. This ensures consistent access and avoids disruptions due to personnel changes.

Option C: Place the user at the top of the Role Hierarchy to ensure full visibility and access across relevant objects.

Salesforce CPQ Reference:

Proper user configuration for the Calculation Service is outlined in the CPQ Authorization Guidelines .



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