



Free Salesforce Sales-Admn-202 Practice Questions

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Question 1

Question Type: MultipleChoice

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

Options:

- A- Subscription Term unit: MonthSubscription Prorate Precision: Day
- B- Subscription Term unit: MonthSubscription Prorate Precision: Month
- C- Subscription Term unit: MonthSubscription Prorate Precision: Month + Daily
- D- Subscription Term unit: DaySubscription Prorate Precision: Day.

Answer:

B

Explanation:

Requirement Overview:

Universal Containers wants to sell monthly subscriptions and round additional days up to the nearest month when calculating prorated prices.

Solution Details:

Subscription Term Unit = Month: Ensures that subscriptions are billed on a monthly basis.

Subscription Prorate Precision = Month: Rounds up additional days to the next month.

Steps to Configure:

Navigate to CPQ Package Settings > Subscription and Renewal Settings.

Set the Subscription Term Unit to Month.

Set the Subscription Prorate Precision to Month.

Save and test the configuration by creating a Quote with subscription products.

Validation:

Ensure that additional days are rounded up to the next month in the prorated pricing calculation.

Question 2

Question Type: MultipleChoice

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Lower	Upper	Discount
First Level	1	11	10%
Second Level	11	21	25%
Third Level	21	-	50%

If Product A has a List Price of \$100.00, What is the Net Total for a Quote Line with the quantity of 21?

Options:

- A- \$1,050.00
- B- \$1,725.00
- C- \$1,700.00
- D- \$1,575.00

Answer:

C

Explanation:

Scenario Breakdown:

List Price = \$100.00 per unit.

Quantity = 21 units.

Discount Schedule:

First Level (1--11 units): 10% discount.

Second Level (11--21 units): 25% discount.

Third Level (21+ units): 50% discount.

Slab Discount Calculation:

First Level (1--11 units):

Price = \$100 10 = \$1,000

Discount = 10% = \$1,000 0.10 = \$100

Net = \$1,000 - \$100 = \$900

Second Level (11--21 units):

Price = \$100 10 = \$1,000

Discount = 25% = \$1,000 0.25 = \$250

Net = \$1,000 - \$250 = \$750

Total Net = \$900 + \$750 = \$1,700

Validation: This matches Salesforce CPQ's standard behavior for Slab Discount Schedules, where discounts are applied per tier.

Question 3

Question Type: MultipleChoice

An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

Options:

- A- Asset and Order Product
- B- Order Product
- C- Asset and Opportunity Product
- D- Asset

Answer:

D

Explanation:

Scenario Overview:

Asset Conversion is set to One per Unit, so each unit sold creates a separate Asset record.

Object Relationships:

During Order and Contract processes:

Order Product: Reflects the total quantity of Product A as a single record.

Asset: Creates two Asset records, one for each unit.

Validation:

Confirm that the Asset records show separate entries for each unit sold, while other objects (e.g., Order Product) do not duplicate records.

Question 4

Question Type: MultipleChoice

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

Options:

- A- Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- B- Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- C- Create a Twin Field of the Square Footage field on the Quote Line object.
- D- Create a Twin Field of the Square Footage field on the Asset and Subscription objects.

Answer:

D

Explanation:

Requirement Overview:

Sales reps want the Square Footage value on a Configuration Attribute to persist when renewing a Quote.

Twin Field Mechanism:

Twin Fields ensure that data is retained and mapped between related objects.

Creating Twin Fields on the Asset and Subscription objects allows the Square Footage value to be carried forward during renewals.

Steps to Configure:

Create a custom field for Square Footage on the Asset and Subscription objects.

Ensure the API names of these fields match the Configuration Attribute API name.

Test the renewal process to confirm the value persists.

Validation:

The Square Footage value should automatically populate in the renewal Quote without manual entry by the sales rep.

Question 5

Question Type: MultipleChoice

Universal Containers (UC) sells its Products in three currencies: USD, GBP, and EUR. UC wants to make a renewable Support SKU available for selection in only USD and EUR and has completed the necessary configuration and/or record creation to support the behavior.

What is the expected behavior when a user attempts to add the Support SKU to a Quote in each currency?

Options:

A- * USD: Product is unavailable In Product Selection* GBP: Product is unavailable In Product Selection* EUR: Product is unavailable in Product Selection

B- * USD: Added to Quote at Pricebook Entry's Ust Price* GBP: Added to Quote with 0 List Price* EUR: Added to Quote at Pricebook Entry's List Price

C- * USD: Added to Quote at Pricebook Entry's List Price* GBP: Product is unavailable in Product Selection* EUR: Added to Quote at Pricebook Entry's List Price

D- * USD: Error presented to User in Product Selection* GBP: Error presented to User In Product Selection* EUR: Error presented to User in Product Selection

Answer:

C

Explanation:

Requirement:

Ensure the Support SKU is available only in USD and EUR.

Expected Behavior:

USD: The product is available and uses the Pricebook Entry's List Price.

EUR: The product is available and uses the Pricebook Entry's List Price.

GBP: The product is unavailable due to the absence of a Pricebook Entry in GBP.

Why Other Options Are Incorrect:

A & D: These imply product unavailability in all currencies, which contradicts the configuration.

B: GBP would not add the product with a zero List Price due to Pricebook Entry restrictions.

Salesforce CPQ Reference:

Multi-currency behavior and product availability are documented under CPQ Pricing and Product Management .

Question 6

Question Type: MultipleChoice

Universal Containers would like to display the sum of one of their custom fields within the standard table of the Line Editor. They do not want to replace the subtotal or total fields. Where should the Admin place the custom field to display this total?

Options:

A- The Summary Fields field set

B- The Totals Field package setting

- C- The Segmented Summary Fields field set
- D- The Line Subtotals Total field package setting

Answer:

A

Explanation:

Requirement Overview:

Display the sum of a custom field in the standard Line Editor table without replacing the subtotal or total fields.

Solution Details:

The Summary Fields field set on the Quote Line object controls which fields appear as totals in the Line Editor.

Steps to Configure:

Navigate to Setup > Object Manager > Quote Line.

Locate the Summary Fields Field Set.

Add the custom field to the field set.

Validation:

Open the Quote Line Editor and confirm that the sum of the custom field appears in the standard table, alongside other totals.

Question 7

Question Type: MultipleChoice

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

Options:

- A- Ensure the Quote's Account lookup is populated.
- B- Ensure the Opportunity's Primary Quote lookup is populated.
- C- Check the Quote's Primary checkbox for a value of True.
- D- Ensure the Quote's Opportunity lookup is populated.
- E- Check the Quote's Primary checkbox for a value of False.

Answer:

A, B, E

Explanation:

Issue Context:

Some Opportunity Products are not syncing from the Quote, causing pipeline inaccuracies.

Troubleshooting Steps:

A . Ensure the Quote's Account lookup is populated:

A missing Account lookup can prevent synchronization as it ties the Quote to the Opportunity.

B . Ensure the Opportunity's Primary Quote lookup is populated:

The Primary Quote must be explicitly linked to the Opportunity for synchronization to occur.

E . Check the Quote's Primary checkbox for a value of True:

Only the Primary Quote syncs Opportunity Products. Ensure the checkbox is set to True.

Validation:

Verify that Opportunity Products sync correctly after ensuring these fields are properly populated.

Question 8

Question Type: MultipleChoice

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?

Options:

- 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:

D

Explanation:

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.

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.

Question 9

Question Type: MultipleChoice

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Select 3 answers

Options:

- A- Set Pricing Method to Fixed Price on the Product record.
- B- Set Non-Discountable to True on the Product record.
- C- Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- D- Set Pricing Method to Block on the Product record.
- E- Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

Answer:

B, D, E

Explanation:

Requirement:

Use fixed pricing for quantity tiers without additional discounts.

Solution Steps:

B: Marking the product as Non-Discountable prevents additional discounts.

D: Set the Pricing Method to Block to define fixed prices per quantity tier.

E: Create Block Pricing records to define fixed prices for each quantity tier (e.g., 1-5 licenses = \$1,000).

Why Other Options Are Incorrect:

A: Fixed Price is not suitable for tiered pricing.

C: Slab Discount Schedules are not used for block pricing.

Salesforce CPQ Reference:

Tiered and Block Pricing setups are detailed in Pricing Configuration .

Question 10

Question Type: MultipleChoice

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?

Options:

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

Answer:

A, D, E

Explanation:

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 .



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