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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• Orders, Contracts, Amendments, and Renewals: This section of the exam measures skills of Salesforce Consultants and covers understanding the data required for generating Orders and Contracts. It also involves creating renewal and amendment quotes, and deciding when to use Orders, Contracts, Subscriptions, and Assets to satisfy customer and business processes.
Topic 2	• Products: This section of the exam measures skills of Salesforce Administrators and covers setting up Products, Price Books, and Price Book Entries. It evaluates understanding of how the product catalog impacts CPQ data flow and the overall quoting process.
Topic 3	• Approvals: This section of the exam measures skills of Salesforce Consultants and covers selecting and setting up native or Advanced Approvals. It ensures that approval processes meet business needs and align with quoting workflows.

Topic 4	• Quote Templates: This section of the exam measures skills of Salesforce Consultants and covers setting up Quote Templates that align with business requirements. It involves configuring layouts and components to generate professional quotes.
Topic 5	• Pricing: This section of the exam measures skills of Salesforce Administrators and covers choosing and applying the right pricing strategies such as Discount Schedules, Block Prices, Contracted Prices, subscription models, and percent-of-total. It also includes determining the expected outcomes of different pricing methods.
Topic 6	• CPQ Platform: This section of the exam measures skills of Salesforce Administrators and covers designing, configuring, and troubleshooting Price Rules using lookup objects and formulas. It involves applying knowledge of the quote calculation sequence, permissions, record types, field sets, and page layouts. It also tests understanding of CPQ data flow across objects, localization and multi-currency setup, package-level settings, and how the CPQ managed package integrates within a Salesforce org.
Topic 7	• Bundle Configurations: This section of the exam measures skills of Salesforce Consultants and covers setting up bundle structures to meet various business requirements. It evaluates the ability to configure Product Rules that ensure bundles work properly according to defined processes.

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Salesforce Certified CPQ Administrator Sample Questions (Q169-Q174):

NEW QUESTION # 169
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. A null value is saved to the quote line field.
- B. The selected value is saved to the quote line field.
- C. The Save button is gray and unavailable In the configurator.
- D. An error message appears that prevents saving the configuration.

Answer: D

Explanation:
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 # 170
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. Set the Display Order of the Desegment Line action to 1.
- B. Set the Product's Default Pricing Table to Standard.
- C. Set the Price Dimension's Type to One-Time.
- D. Create a Quote formula field named StartSegment_c that returns 0.

Answer: B

Explanation:
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 # 171
Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product ramify Y by 10% upon renewal.
Which two action should the admin take to ensure CPQ applies the correct price uplift?
Choose 2 answers

- A. Set the Renewal Pricing Method on the Account to Uplift.
- B. Fill in the appropriate Renewal Uplift Rate on each Quote Line record
- C. Fill in the Appropriate Renewal Uplift Rate on each Subscription record.
- D. Set the Renewal Pricing method on the Contract to Uplift

Answer: A,C

Explanation:
Requirement:
* Apply different uplift rates to Product Families X and Y upon renewal.
Solution Steps:
* Option A: Set the Renewal Uplift Rate on each Subscription record for Product Families X and Y.
* Option C: Configure the Account's Renewal Pricing Method as "Uplift" to enable uplift calculations during renewal.
Why Other Options Are Incorrect:
* B and D: These options fail to apply the correct rates at the Subscription or Product Family level.
Salesforce CPQ Reference:
* Uplift rates and Renewal Pricing methods are outlined in CPQ Renewal Configuration Guidelines .

NEW QUESTION # 172
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 Quote Line fields that are visible.
- B. The Quote fields that may be edited.
- C. The fields that appear in the Quote Line Drawer.
- D. The fields that trigger a calculation event to occur.

Answer: A

Explanation:
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 # 173

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 co 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

Explanation:
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 # 174

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