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## Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>Product Selection: This section of the exam measures skills of Salesforce Administrators and covers enabling product selection through tools like Search Filters, field sets, and Custom Actions. It ensures that users can easily find and configure products to match business needs.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>

## Salesforce Certified CPQ Administrator Sample Questions (Q73-Q78):

### NEW QUESTION # 73

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

- A. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- B. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions
- C. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions
- D. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

**Answer: C**

Explanation:

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 # 74

Universal Containers (UC).utilizes bundles to sell hardware and related accessories together as a package.

Several of the accessories are component-type Options, with quantities dependent on the hardware. UC wants to begin using split Orders to manage a fulfillment process, with Orders broken out based on when items are shipped to the customer.

What should UC consider before implementing split Orders ?

- A. The hardware bundle and component-type Options can be split using the Order By field.
- B. The hardware bundle and component-type Options must be placed in the same Order together.
- C. The hardware bundle and component-type Options can be split manually.
- D. The hardware bundle and component-type Options can be split Into separate Orders without preserving the bundle structure.

**Answer: D**

Explanation:

Requirement Overview:

\* Universal Containers wants to use split Orders to manage fulfillment by separating items based on their shipping schedules.

Key Considerations:

\* Component-type Options: When splitting Orders, component-type Options are treated independently and can be split into

different Orders.

\* Bundle Structure: Splitting Orders does not maintain the bundle structure, meaning the parent-child relationships of the bundle are not preserved in the split Orders.

Steps to Configure:

\* Ensure that the Order by Quote Line Group field or a custom grouping field is used to facilitate splitting the Orders based on shipment schedules.

Validation:

\* Test the split Order functionality by creating a Quote with a hardware bundle and ensuring that the bundle and components can be split appropriately.

### NEW QUESTION # 75

□ What is the calculated List Unit Price the user should see for Cloud Storage Support?

- A. \$23
- B. \$225
- C. \$50
- D. \$273

**Answer: B**

Explanation:

Requirement Overview:

\* Calculate the List Unit Price for Cloud Storage Support based on the Percent of Total pricing settings:

\* Percent of Total Base = Net.

\* Percent of Total (%) = 10%.

Calculation:

\* Total Net Price of all applicable products = \$2,250.

\* Cloud Storage Support List Unit Price = 10% of \$2,250 = \$225.

### NEW QUESTION # 76

Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- A. A Create a Cost record in the Product's Costs related list.
- B. Add a Cost Discount Schedule to the Products Discount Schedule related list.
- C. Add the Cost to the Product's Price Book Entry Cost field.