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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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.

Salesforce Certified CPQ Administrator Sample Questions (Q79-Q84):

NEW QUESTION # 79
An admin has created a validation Product Rule that must display an error message upon clicking Sava if a Product Option is selected while a Configuration Attribute is set to a spacific value. When tha usar chooses the Product Option, than sets the Configuration Attribute to the specific value. The error massage 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. Change tha Product Rule field Evaluation Evant to Sava.
- B. Change tha Product Option fiald Apply Immediately to Trua.
- C. Change tha Configuration Attribute field Apply Immadiately to False.
- D. Add a Product Rule Error Condition to chack if Evaluation Action = Sava.

Answer: C

Explanation:
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 # 80
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 = Calculator, Calculator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- B. Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- C. Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option A is set to Apply Immediately
- D. Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option A is set to Apply Immediately

Answer: B

Explanation:
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 # 81
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. The Save button is gray and unavailable In the configurator.
- C. A null value is saved to the quote line field.
- 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 # 82
Universal Containers (UC) sells Product A for a List Unit Price of S150. One of UCs customers, Cloud Kicks (CK), has negotiated a Contracted Price of S100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.
If CK purchases 10 units of Product A, what Is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

- A. * List Unit Price: $150* Regular Unit Price: $100* Customer Unit Price: $90* Net Unit Price: $90
- B. * List Unit Price: $100* Regular Unit Price: $100* Customer Unit Price: S90* Net Unit Price: $90
- C. * List Unit Price: S1S0* Regular Unit Price: $150* Customer Unit Price: $100* Net Unit Price: $90
- D. * List Unit Price: $150* Regular Unit Price: $150* Customer Unit Price: $140* Net Unit Price: $140

Answer: A

Explanation:
Scenario Overview:
* List Unit Price: Product A's standard price is $150.
* Contracted Price: CK has a contracted price of $100 for Product A.
* Discretionary Discount: CK negotiated a 10% discretionary discount for this deal.
Price Calculation:
* List Unit Price remains the standard price of $150.
* Regular Unit Price applies the contracted price of $100.
* Customer Unit Price: After applying the 10% discretionary discount on the contracted price, Customer Unit Price=100#
(100×0.1)=90\text{Customer Unit Price} = 100 - (100 \times 0.1) =
90Customer Unit Price=100#(100×0.1)=90.
* Net Unit Price matches the Customer Unit Price for the 10 units being purchased, which is $90.
Salesforce CPQ Reference:
* Salesforce CPQ Contracted Price logic ensures negotiated prices override the List Price, and additional discretionary discounts apply as expected .

NEW QUESTION # 83
Northern Trail Outfitters has two products:

Adventure in a Box	
Pricing Method	List
Subscription Pricing	Fixed Price
Subscription Term	1
Include in Percent of Total	True

Premium Support	
Pricing Method	List
Subscription Pricing	Percent Of Total
Subscription Term	1
Percent of Total (%)	10%
Percent of Total Base	List

Both products are added to a one year quote. The Adventure in a Box product has a list price of $10 with a discount of 50%.
What Is the expected Net Total of Premium Support?

- A. $12.00
- B. $54.00
- C. $60.00
- D. $6.00

Answer: A

Explanation:
Scenario Breakdown:
* Adventure in a Box:
* List Price = $10
* Discount = 50%
* Net Price = $5 (after 50% discount).
* Premium Support:
* Percent of Total Base = List Price.
* Percent of Total = 10%.
Calculation of Premium Support:
* Percent of Total applies to the Net Price of Adventure in a Box.
* Net Total of Premium Support = $5 × 10% = $0.50 per month.
* For 12 months: $0.50 × 12 = $12.00.

NEW QUESTION # 84

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