Quiz Trustable Salesforce - Sales-Admn-202 - Valid Dumps Salesforce Certified CPQ Administrator Sheet

Exam Outline

The Salesforce Advanced Administrator exam measures a candidate's knowledge and skills related to the following objectives. A candidate should have hands-on experience as a Salesforce Administrator and have demonstrated the application of each of the features/functions below.

> Security and Access: 20%

> Extending Custom Objects and Applications: 8%

> Auditing and Monitoring: 6%

> Sales Cloud Applications: 10%

> Service Cloud Applications: 10%

> Data Management: 10%

> Content Management: 3%

> Change Management: 10%

> Analytics, Reports and Dashboards: 10%

> Process Automation: 13%

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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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.
Topic 3	• 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.
Topic 4	• 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 5	• 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 6	• 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.

Salesforce Certified CPQ Administrator Sample Questions (Q193-Q198):

NEW QUESTION # 193
Admins at Universal Containers (UC) created an automation that selects the Renewal Forecast and Renewal Quoted checkboxes when a Contract is activated. However, UC has found that amendments to the contract fail to update the Renewal Opportunity. What is the explanation for this result?

- A. Renewal Quoted must be selected after Renewal Forecast has been selected.
- B. Contracts must be deactivated before amendments will update the Opportunity.
- C. The Opportunity Products generated by Renewal Forecast are impeding data flow from the amendment to the renwal.
- D. The Quote generated by Renewal Quoted is impending data flow from the amendment to the Renewal.

Answer: D

NEW QUESTION # 194
An admin has created a text field Configuration Attribute for Bundle A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads.
Which steps should the admin take to meet this requirement?

- A. Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- B. Create a Process Builder to update the Product Option field that is used for the ConfigurationAttribute value. Set the process to trigger upon new record creation.
- C. Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.
- D. Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.

Answer: B

Explanation:
Requirement:Populate a Configuration Attribute with a dynamic value when the configurator page loads.
Solution Mechanics:
* Process Builder can be used to dynamically set values on records based on predefined logic.
* By targeting the Product Option field, which maps to the Configuration Attribute, Process Builder ensures that the value is set upon record creation.

Steps to Implement:
* Create a new Process Builder.
* Trigger on the creation of the Quote Line record (or related record based on Configuration Attribute setup).
* Define criteria to determine the dynamic value.
* Use the Update Records action to populate the Product Option field with the default value.
Advantages of Process Builder:
* Allows for dynamic and conditional logic.
* Automates the default value population without user intervention.
Testing and Validation:
* Create a test bundle with the Configuration Attribute.
* Load the configurator and verify that the attribute is pre-populated.

NEW QUESTION # 195
The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult
to understand how the total amount breaks down across the various types of Products:
Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.
Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create a Line Items section and set SBQQ__ProductFamily__c as the Group field.
- B. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
- C. Create a Line Items section and set SBQQ__ProductFamily_c as the Roll-Up field.
- D. Create an HTML Template Content record with three tables to represent each Product Family.

Answer: A

Explanation:
Requirement Overview:
* Universal Containers wants to show Quote Line items grouped by Product Family with subtotals for each family in Quote
Documents.
Solution Details:
* Salesforce CPQ allows grouping of Line Items in Quote Templates.
* Setting SBQQ__ProductFamily__c as the Group field organizes the Quote Lines into separate sections for each Product Family.
Configuration Steps:
* Navigate to the Quote Template.
* Create a new Line Items Section.
* In the Grouping field, set SBQQ__ProductFamily__c.
* Save and test the template by generating a Quote Document.
Validation:
* Confirm that the generated document displays separate tables for Hardware, Software, and Professional Services, with subtotals
for each group.

NEW QUESTION # 196
Universal Containers wants to update the Quantity of a Product in the Line Editor with a Price Rule. The rule should apply only for
this one specific Product.
What should the Admin do to ensure that the Price Rule only changes Quote Lines referencing this Product?

- A. Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.
- B. Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.
- C. Fill in the Product field on the Price Rule with the Product.
- D. Fill in the Lookup Object field on the Price Rule with the Product.

Answer: B

Explanation:
Requirement Overview:
* Universal Containers wants to update the Quantity of a specific Product in the Quote Line Editor via a Price Rule.
* The Price Rule should target only this specific Product.
Key Mechanism:
* Use a Price Condition on the Price Rule to evaluate a Quote Line field that uniquely identifies the Product (e.g., Product Code or

Product Name).
Steps to Configure:
* Navigate to the Price Rule.
* Add a Price Condition:
* Field: Select a field from the Quote Line that identifies the Product.
* Operator: Equals.
* Value: Enter the unique value (e.g., Product Code or Name).
* Configure the Price Action to update the Quantity field.
Validation:
* Test the rule by adding the specific Product to a Quote and confirming that the rule updates its Quantity as expected.

NEW QUESTION # 197
What is the correct order of data import to load Quote Template in CPQ?

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

Answer: D

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 # 198
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