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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 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	• 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	• 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.
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Salesforce Certified CPQ Administrator Sample Questions (Q120-Q125):

NEW QUESTION # 120

The Universal Containers sales operations team wants to ensure that without reopening the Quote Line Editor, quotes have current information prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement?

Choose 2 answers

- A. Change the value of a field in the Calculating Fields Field Set.
- B. Create a Flow to trigger recalculation upon record save.
- C. Create a new Lightning button to trigger recalculation.
- D. Add the Calculate button to the quote layout.

Answer: A,D

Explanation:

Requirement:

* Ensure that quotes are recalculated with current information prior to approval without reopening the Quote Line Editor.

Solution:

* Option A: Adding or modifying a field in the Calculating Fields Field Set automatically triggers recalculation for quotes.

* Option C: Including the Calculate button on the quote layout provides users with a manual option to trigger recalculation before approval.

Why Other Options Are Incorrect:

* B and D: These require additional customization (e.g., creating a custom Lightning button or Flow) and are not standard CPQ features.

Salesforce CPQ Reference:

* The Calculating Fields Field Set and Calculate Button functionalities are well-documented as standard CPQ tools .

NEW QUESTION # 121

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in?

Choose 2 answers

- A. The user's role should be placed at the top of the Role Hierarchy.
- B. The user that authorizes the calculation service is a non-human admin user.
- C. The user that authorizes the calculation service has API Only enabled.
- D. The user must have access to the CPQ quote and all related objects.

Answer: A,B

Explanation:

Considerations for Authorizing Calculation Service:

* The Calculation Service must be authorized by a user who has sufficient privileges and stable permissions.

Solution Steps:

* Option B: Use a non-human admin user (e.g., an integration user) to authorize the Calculation Service.

This ensures consistent access and avoids disruptions due to personnel changes.

* Option C: Place the user at the top of the Role Hierarchy to ensure full visibility and access across relevant objects.

Salesforce CPQ Reference:

* Proper user configuration for the Calculation Service is outlined in the CPQ Authorization Guidelines .

NEW QUESTION # 122

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence?

Choose 3 answers

- A. Target Customer Amount
- **B. Discount Schedules**
- C. Additional Discount Fields
- **D. Prorate Multiplier**
- **E. Contracted Price**

Answer: B,D,E

Explanation:

CPQ Price Calculation Sequence:

* The Regular Price is calculated as part of the price waterfall, and several factors influence it.

Key Contributors:

* Prorate Multiplier: Adjusts prices for subscription products based on term alignment.

* Contracted Price: Overrides the List Price for specific customers.

* Discount Schedules: Apply volume or tiered discounts during price calculation.

Why Other Options Are Incorrect:

* A: Additional Discount Fields apply after Regular Price is calculated.

* D: Target Customer Amount is used in quoting, not directly in Regular Price calculation.

Salesforce CPQ Reference:

* Price waterfall and Regular Price contributors are detailed in CPQ Pricing Configuration .

NEW QUESTION # 123

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A. Renewal Quote Line values are automatically mapped from original Quote Lines.
- **B. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.**
- C. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- D. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

Answer: B

Explanation:

Requirement:

* Ensure that custom field data from original Quote Lines flows into Renewal Quote Lines.

Solution:

* Use twin fields on the Asset and Subscription objects to store and transfer data. Twin fields are automatically mapped during renewal processes, ensuring data flows seamlessly.

Why Other Options Are Incorrect:

* A: A formula field cannot persist data on Renewal Quotes.

* B: Automatic mapping does not apply to custom fields without twin fields.

* C: A Price Rule is unnecessary when twin fields handle this data flow.

Salesforce CPQ Reference:

* Twin fields and their functionality are described in CPQ Subscription Management .

NEW QUESTION # 124

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Configuration Type to Disabled.
- B. Set the Configuration Type to Allowed and Configuration Event to Always.
- C. Set the Active checkbox on Reconfigure Line Custom Action to False.
- **D. Set the Configuration Type to Allowed and Configuration Event to Add.**

Answer: D

Explanation:

* Requirement:

* Prevent users from reconfiguring a bundle after its initial configuration.

* Solution:

* Set Configuration Type to Allowed to permit configuration during initial setup.

* Set Configuration Event to Add to allow configuration only when the product is added, blocking reconfiguration later.

* Why Other Options Are Incorrect:

* A: Disabled blocks all configuration, including initial setup.

* B: Configuration Event = Always allows continuous reconfiguration.

* D: Reconfigure Line Custom Action is unrelated to this requirement.

* Salesforce CPQ Reference:

* Configuration Type and Event settings are documented in Bundle Configuration .

NEW QUESTION # 125

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