

Salesforce Sales-Admn-202 High Passing Score - Pass Sales-Admn-202 Guarantee



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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 4	<ul style="list-style-type: none"> • 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 5

- **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 (Q63-Q68):

NEW QUESTION # 63

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

- A. The Approval Chains start the same time and are completed independent of other chains.
- B. The Approval Chain with the lowest Approval Step is completed first.
- **C. The Approval Chain with the lowest Final Approval Step value is completed first.**
- D. The Approval Chains are completed in the order displayed on screen.

Answer: C

Explanation:

Scenario:

* Multiple Approval Chains appear in Advanced Approvals, and the order of completion depends on the Final Approval Step value.

Behavior:

* Advanced Approvals prioritizes chains based on their Final Approval Step value, processing the chain with the lowest value first.

Why Other Options Are Incorrect:

* A: Approval Chains are not completed independently but follow the step order.

* B: The display order on the screen does not determine completion order.

* C: Lowest Approval Step applies to individual steps, not the entire chain.

Salesforce CPQ Reference:

* Approval Chains and step prioritization are detailed in Advanced Approvals Configuration .

NEW QUESTION # 64

An admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are set up to correctly map between Quote Lines and Product Options.

Which setup will ensure this condition is met?

- A. On the Configuration Attribute. Auto-Select is False.
- B. On the Configuration Attribute. Apply to Product Options is False.
- C. On the child options. Apply Immediately is False and Apply Immediately Context is Always.
- **D. On the bundled parent. Apply to Product Options is False.**

Answer: D

Explanation:

Requirement:

* Ensure Configuration Attribute values are mapped only to parent bundle Quote Lines, not child Product Options.

Solution:

* Setting Apply to Product Options to False on the parent bundle ensures the Configuration Attribute's value is mapped only to the parent Quote Line.

Why Other Options Are Incorrect:

* A: Changing Apply Immediately settings for child options does not control parent-quote mapping.

* B: Auto-Select = False does not relate to mapping Configuration Attributes.

* C: Apply to Product Options must be set on the parent bundle, not the Configuration Attribute itself.

Salesforce CPQ Reference:

* Configuration Attributes Mapping Behavior is detailed in CPQ Bundling Configuration Guidelines .

NEW QUESTION # 65

When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

- A. The user saves the Quote.
- **B. The user selects a Product for the Quote.**
- C. The user calculates a Quote.
- D. The user selects a Configuration Attribute value for a Product

Answer: B

Explanation:

Scenario Overview:

* A Product Rule triggers the addition of the Conference Pass Product when a related Product is selected.

Key Trigger Mechanism:

* Product Rules with an Action to add products execute as soon as the user selects a Product on the Quote.

Steps to Verify:

* Navigate to the Product Rule for the Conference Pass.

* Ensure the Evaluation Event is set to fire On Initialization or Selection.

Salesforce CPQ Reference:

* Product Rules are typically triggered based on user actions such as adding Products or configuring attributes.

NEW QUESTION # 66

Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold Sales reps should be unable to remove Product A.

Which field should be set for the Product Option A?

- A. Bundled
- **B. Required**
- C. Selected
- D. Quantity Editable

Answer: B

Explanation:

* Understanding the Requirement:

* Universal Containers needs Product Option A to be automatically included with Product B during the configuration.

* Sales reps should not be able to remove Product Option A.

* Salesforce CPQ Mechanism:

* The Required field on a Product Option ensures that it is mandatory within a bundle and cannot be deselected by the user during configuration.

* Field Behavior:

* When the Required checkbox is selected for a Product Option:

* The option is always included in the bundle configuration.

* Users cannot remove or modify it unless additional automation (like a product rule) overrides this setting.

* Configuration Steps:

* Navigate to the Product Option A record associated with Product B in Salesforce CPQ.

* Select the Required checkbox and save the changes.

* Ensure that no conflicting product or price rules exist that could affect this behavior.

* Field Alternatives and Clarifications:

* Bundled: Sets the option as a part of the bundle, but this primarily affects pricing (sets price to zero) and doesn't enforce inclusion.

* Quantity Editable: Allows control over whether users can adjust the quantity but does not prevent removal.

* Selected: Preselects the option during configuration but still allows users to deselect it.

* Verification and Testing:

* Create a test configuration with Product B as the parent and verify that Product A is always included in the bundle.

* Attempt to remove Product A to confirm that it is not possible.

References:

Verified from Salesforce CPQ official guidelines on "Required" field functionality for Product Options.

NEW QUESTION # 67

Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.

What should the admin configure in the product to meet this requirement?

- A. When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- B. When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- C. When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the QuoteLine record to define the number of months of Support requested by the customer.
- **D. A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.**

Answer: D

Explanation:

Requirement:

* Sell a non-renewable support SKU in 1-month increments, with the ability to cancel before the agreed end date.

Solution:

* SubscriptionType = One-Time: Ensures the product is treated as a one-time charge, not renewable.

* SubscriptionTerm = Number of Months: Allows the quote to define the length of the support agreement.

Why Other Options Are Incorrect:

* A and C: These configurations do not align with the requirement to sell support in defined monthly increments.

* D: Marking the product as Renewable contradicts the requirement that the product is non-renewable.

Salesforce CPQ Reference:

* SubscriptionType and SubscriptionTerm fields are detailed in the Subscription Products configuration guide .

NEW QUESTION # 68

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