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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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 3	<ul style="list-style-type: none"> 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 4	<ul style="list-style-type: none"> 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.

Salesforce Certified CPQ Administrator Sample Questions (Q202-Q207):

NEW QUESTION # 202

If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.
- B. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- C. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
- D. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.

Answer: C

Explanation:

Requirement:

* Ensure approval requests are routed to a substitute manager during the original manager's absence.

Solution:

* The Delegated Approver lookup field on the Approver record allows the admin to specify a temporary approver.

* Setting the Delegation End field ensures the delegation automatically ends upon the original manager's return.

Why Other Options Are Incorrect:

* A: Using the Next Approver field for temporary delegation is not the intended functionality.

* B: Creating an Approval Rule with start and end dates is overly complex and unnecessary.

* D: Replacing the original Approver record risks permanent changes and is not recommended for temporary delegation.

Salesforce CPQ Reference:

* Delegated Approval Settings are documented under Advanced Approvals Configuration Guidelines .

NEW QUESTION # 203

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 # 204

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- A. Move the Clone and Delete actions into the Quote Line Editor drawers.
- **B. Change the Actions Column Placement in package settings to Left.**
- C. Update the Custom Action Location to left.
- D. Set a lower value in the Display Order field in the Custom Action record.

Answer: B

Explanation:

Issue:

* Sales reps experience excessive horizontal scrolling to access the Clone and Delete actions in the Quote Line Editor.

Solution:

* Quote Line Editor Drawers provide a compact and user-friendly way to access actions without excessive scrolling.

Steps to Configure:

* Navigate to Setup > Custom Actions.

* Configure the Clone and Delete actions to appear in the Quote Line Editor drawers.

Validation:

* Open the Quote Line Editor and confirm that the actions are accessible without horizontal scrolling.

NEW QUESTION # 205

Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- A. Preserve Bundle Structure
- B. Enable Product Option Drawer
- **C. Visualize Product Hierarchy**
- D. Keep Bundle Together

Answer: C

Explanation:

Requirement:

* Sales reps need to identify Product Options linked to Quote Lines in the Quote Line Editor.

Solution:

* Enabling Visualize Product Hierarchy organizes Quote Lines based on their position within the bundle, displaying the parent-child relationship.

Why Other Options Are Incorrect:

* A: The Product Option Drawer enables detail viewing but does not organize Quote Lines.

* B: Preserve Bundle Structure applies to output documents, not the Line Editor.

* D: Keep Bundle Together affects grouping but not hierarchy visualization.

Salesforce CPQ Reference:

* Hierarchy settings are covered in the Quote Line Editor Configuration documentation .

NEW QUESTION # 206

Universal Containers sells Tiny Boxes for \$0,005 each. Tiny Boxes are Non Discountable.

How should the admin set the decimal precision for the unit price?

- A. Use a Price Rule that sets the Net Unit Price to \$0,005 when the product is added to a Quote.
- B. Set the Unit Price Scale field to 3 on the tiny boxes Product record.
- **C. Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.**
- D. Edit the Unit Price field on the Quote Line object and set the precision to 3.

Answer: C

Explanation:

Requirement:

* Ensure the price of Tiny Boxes (\$0.005) is handled with proper decimal precision.

Solution:

* Adjust the Unit Price Scale to 3 in the Pricing and Calculation Package Settings, enabling Salesforce CPQ to handle prices up to three decimal places.

Why Other Options Are Incorrect:

* A: Field-level precision on Quote Line does not control pricing precision.

* C: The Product record's Unit Price Scale cannot override global settings.

* D: Price Rules are unnecessary for simple decimal precision adjustments.

Salesforce CPQ Reference:

* Decimal precision configuration is described in CPQ Pricing Settings .

NEW QUESTION # 207

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