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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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 4	• 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 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 (Q41-Q46):

NEW QUESTION # 41
Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product search screen.
How can the admin configure the Product to meet this requirement?

- A. Set the Configuration Type field to Allowed.
- B. Set the Asset Conversion field to One per unit.
- C. Select the Component checkbox on the Product.
- D. Select the Hidden checkbox on the Product.

Answer: C

Explanation:
Requirement Overview:
* Universal Containers sells a Product exclusively as part of a bundle and does not want it to appear in the Product Selection screen.
Solution:
* The Component checkbox ensures the Product is only available as part of a bundle and is hidden from the general Product Selection screen.
Steps to Configure:
* Navigate to the Product Record for the item.
* Select the Component checkbox.
* Save the changes.
Validation:
* Confirm that the Product is not visible on the Product Selection screen but is available within its assigned bundles.

NEW QUESTION # 42
Universal Containers is utilizing Lookup Price Rules to pull Daily Rate values from the Rental Rates object.
After activating the Price Rule, the admin notices the Daily Rate value remains blank, but the user is still able to save the quote.
Which aspect of the Price Rule should the admin review to identify the underlying issue?

- A. Confirm the API Name selected in the SBQQ__LookupObject__c field on the Price Rule record Is Inputted accurately.
- B. Confirm the Conditions of the Price Rule are configured accurately based on expected behavior,
- C. Confirm the Tested Field(s) referenced In the Lookup Queries of the Price Rule exist on the Lookup object.
- D. Confirm the Lookup Queries of the Price Rule are configured to pull only a single referenced value from the Lookup

object.

Answer: A

Explanation:
Issue Context:
* Lookup Price Rules rely on the SBQQ__LookupObject__c field to reference the target object (e.g., Rental Rates).
* If this API name is inaccurate or incorrectly input, the rule will fail to retrieve the desired value.
Review Steps:
* Go to the Price Rule record.
* Check the SBQQ__LookupObject__c field. Confirm the API Name of the Rental Rates object is accurate.
* Example: Ensure the API name matches exactly (e.g., Rental_Rates__c).
Additional Checks:
* Verify the Lookup Queries. Ensure the filter conditions correctly target a valid record on the referenced object.
Salesforce Documentation Reference:This behavior follows Salesforce CPQ's guidelines on Lookup Price Rules configuration.

NEW QUESTION # 43
The admin at Universal Containers receives a report from a user that checking the Contracted box on an Opportunity with a single Product fails to result in a Contract.
What are two possible reasons a Contract is unable to be created?
Choose 2 answers

* A. The Subscription Pricing field on the Prodduct is blank.
* B. The Opportunity must have a Primary Quote associated to it.
* C. The Subscription Pricing field on the Product is One-time
* D. The Subscription Conversion Behavior field on the Product is set to None.

Answer: B,D

Explanation:
Issue:
* Contract creation fails when the Contracted checkbox is checked on an Opportunity.
Possible Causes:
* A: If the Subscription Conversion Behavior is set to None, the product is not converted into a Subscription, preventing the Contract from being created.
* B: The Opportunity requires a Primary Quote to generate a Contract, as the Contract details are derived from the Quote.
Why Other Options Are Incorrect:
* C: If the Subscription Pricing field is blank, the product is treated as non-subscription but does not prevent Contract creation.
* D: Products with Subscription Pricing = One-time are not converted to Subscriptions, but they do not block Contract creation.
Salesforce CPQ Reference:
* Contract creation requirements and behaviors are documented under CPQ Subscription Management Guidelines .

NEW QUESTION # 44
Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors' business units (child accounts). Product A has a product family of Storage and a list price of $300. The parent account has a Contracted Price set to $200 and a filter based on the product family of Storage. Which two ways can the Admin set Product A back to list price on a business unit account?

* A. Set Ignore Parent Contracted Prices to true on the business unit account record.
* B. Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted prices to true.
* C. Set Ignore Parent Contracted Prices to true on the parent contracted price.
* D. Create a new contracted price for Product A on the business unit account with a price of $300.

Answer: A,D

Explanation:
Requirement:
* Set Product A's price back to its List Price ($300) for a business unit account while ignoring parent account contracted pricing.

Solution Steps:
* Option B: Create a new contracted price record for Product A at $300 for the business unit account.
* Option D: Mark the Ignore Parent Contracted Prices checkbox as TRUE on the business unit account to override inherited contracted pricing.
Why Other Options Are Incorrect:
* A: This would affect all contracted prices under the parent account, which is not the desired behavior.
* C: Creating a new contracted price with Ignore Parent Contracted Prices set to TRUE is redundant; the account-level setting (D) achieves this.
Salesforce CPQ Reference:
* Contracted Pricing functionality, including parent-child account handling, is outlined in CPQ Pricing Guidelines .

NEW QUESTION # 45

Universal Containers (UC) sells its Products in three currencies: USD, GBP, and EUR. UC wants to make a renewable Support SKU available for selection in only USD and EUR and has completed the necessary configuration and/or record creation to support the behavior.
What is the expected behavior when a user attempts to add the Support SKU to a Quote in each currency?

- A. * USD: Added to Quote at Pricebook Entry's List Price* GBP: Product is unavailable in Product Selection* EUR: Added to Quote at Pricebook Entry's List Price
- B. * USD: Product is unavailable In Product Selection* GBP: Product is unavailable In Product Selection* EUR: Product is unavailable in Product Selection
- C. * USD: Added to Quote at Pricebook Entry's Ust Price* GBP: Added to Quote with 0 List Price* EUR: Added to Quote at Pricebook Entry's List Price
- D. * USD: Error presented to User in Product Selection* GBP: Error presented to User In Product Selection* EUR: Error presented to User in Product Selection

Answer: A

Explanation:
Requirement:
* Ensure the Support SKU is available only in USD and EUR.
Expected Behavior:
* USD: The product is available and uses the Pricebook Entry's List Price.
* EUR: The product is available and uses the Pricebook Entry's List Price.
* GBP: The product is unavailable due to the absence of a Pricebook Entry in GBP.
Why Other Options Are Incorrect:
* A & D: These imply product unavailability in all currencies, which contradicts the configuration.
* B: GBP would not add the product with a zero List Price due to Pricebook Entry restrictions.
Salesforce CPQ Reference:
* Multi-currency behavior and product availability are documented under CPQ Pricing and Product Management .

NEW QUESTION # 46

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