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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"> • 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	<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"> • 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.

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Salesforce Certified CPQ Administrator Sample Questions (Q100-Q105):

NEW QUESTION # 100

Universal Containers wants to give a 25% discount on a specific product option purchased in the Big Box bundle.

In which two ways could the admin configure CPQ to automatically apply this discount?

Choose 2 answers

- A. Set the option discount ((%field on the product feature for the bundle.
- D. Set the option Discount (%) field on the product option for the bundle.
- B. Create a price Rule that applies the 25% discount when the product is added as part of the bundle.
- C. Set Discount by package to TRUE on the Product Option for the bundle.

Answer: B,C

NEW QUESTION # 101

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
- B. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
- C. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- D. Set Next Automated Approver Determined By to Manager on the Approval Process.

Answer: D

Explanation:

Requirement Overview:

* Assign generated Approval requests to the user's direct manager.

Solution:

* Salesforce CPQ's Advanced Approvals package includes the setting Next Automated Approver Determined By, which allows Approvals to be routed automatically to the user's manager.

Steps to Configure:

* Navigate to the Approval Process.

* Set Next Automated Approver Determined By to Manager.

* Save and test the Approval process to ensure it correctly assigns to the manager.

NEW QUESTION # 102

What is the correct order of data import to load Quote Template in CPQ?

- A. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- B. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions
- C. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template 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 # 103

A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote.

The Subscription Term Is 24 months. The Product's Default Subscription Term Is

12 months, The Quantity is 10, The List Unit Price is \$120.

If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step In the standard price waterfall?

- A. Regular Unit Price: \$108.00 Customer Unit Price: \$86.40 Net Unit Price: \$82.08
- B. Regular Unit Price: \$108.00 Customer Unit Price: \$168.00 Net Unit Price: \$156.00
- **C. Regular Unit Price: \$216.00 Customer Unit Price: \$172.80 Net Unit Price: \$164.16**

Answer: C

Explanation:

Requirement Overview:

* Calculate the pricing steps for a subscription product with a 24-month term.

Calculation Details:

* Regular Unit Price:

* Default Subscription Term = 12 months.

* Adjusted for 24 months: $\$120 \times 24 / 12 = \216.00 .

* Customer Unit Price:

* Apply 10% Volume Discount: $\$216.00 \times (1 - 0.10) = \194.40 .

* Apply 20% Additional Discount: $\$194.40 \times (1 - 0.20) = \172.80 .

* Net Unit Price:

* Apply 5% Partner Discount: $\$172.80 \times (1 - 0.05) = \164.16 .

Validation:

* Verify each step in the Salesforce CPQ price waterfall to ensure accuracy.

NEW QUESTION # 104

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- **A. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.**
- B. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- C. Set the Product Family picklist on the Standard Warranty product's Product record to Services.

- D. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.

Answer: A

Explanation:

Requirement Overview:

* Ensure the Standard Warranty (a Percent of Total product) generates an Order Product when a partial Order is created.

Solution:

* When generating a partial Order, selecting a Shipping Container product triggers the automatic creation of a Standard Warranty Order Product, as the warranty is based on the container's Net Price.

Steps to Test:

- * Add a Shipping Container Quote Line and the Standard Warranty Quote Line to a Quote.
- * Create a partial Order, selecting the Shipping Container.
- * Verify that the Standard Warranty Order Product is generated.

NEW QUESTION # 105

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