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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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	• 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 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	• 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.

Salesforce Certified CPQ Administrator Sample Questions (Q170-Q175):

NEW QUESTION # 170
Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.
Each region has some Products which are region-specific and unavailable to users from other regions.
Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.
Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- A. Use Product rules to hide Products from some sales reps.
- B. Create a single Price Book with all Products. Share the Price Book with all users.
- C. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- D. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

Answer: A,C

Explanation:
Requirement Overview:
* Universal Containers wants to restrict sales reps to accessing only region-specific Products while allowing managers to access all Products.
Solution:
* C. Price Books per Region: Create a separate Price Book for each region, associating only the relevant Products. Share each Price Book with the respective sales reps.
* D. Product Rules: Use Product Rules to hide Products from sales reps outside their assigned regions.
Steps to Configure:
* Price Book Setup:
* Navigate to Price Books.
* Create a Price Book for each region and associate the specific Products.
* Use Sharing Rules to share the Price Books with the appropriate sales reps.
* Product Rule Setup:
* Create a Product Rule with a Condition to hide Products based on the user's region.
Validation:
* Test by logging in as a sales rep and verifying that they can only see Products for their assigned region.

NEW QUESTION # 171

Universal Containers (UC) uses USD, GBP, and EUR and has Multi-Currency enabled.

UC products have two sets of USD prices: one for American customers and one for Asia Pacific customers.

UC products have one set of EUR and GBP prices for European customers.

What is the most effective way to set up DCs Price Books?

- A. Create three Price Books, one for each region (America, Asia Pacific, Europe).
- B. Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific -
- C. USD, Europe - EUR, Europe - GBP). Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia
- D. Create three Price Books, one for each currency (USD, EUR, GBP),

Answer: B

Explanation:

Requirement Overview:

* Universal Containers uses multiple currencies (USD, EUR, GBP) and requires specific pricing based on regions (America, Asia Pacific, Europe).

Solution Details:

* Create four Price Books, where each Price Book covers a unique combination of region and currency.

* America - USD: Prices for American customers.

* Asia Pacific - USD: Prices for Asia Pacific customers.

* Europe - EUR: Prices for European customers using EUR.

* Europe - GBP: Prices for European customers using GBP.

Steps to Configure:

* Navigate to Setup > Price Books and create a new Price Book for each combination.

* Assign relevant Price Book Entries for the products in each Price Book.

* Use sharing rules to restrict access to the appropriate Price Books for users in each region.

Validation:

* Ensure users can access and use the correct Price Book based on their region and currency.

NEW QUESTION # 172

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Add the PDF as a required Additional Document on the Quote Template.
- B. Create an HTML Template Content record for the PDF and include it in a Template Section.
- C. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- D. Upload the PDF into the Documents object folder named Output Attachments.

Answer: A

Explanation:

Simplification Method:

* By adding the PDF as a required Additional Document in the Quote Template, Salesforce CPQ ensures the PDF is automatically included with each generated Quote.

Steps to Configure:

* Navigate to the Quote Template.

* Add the PDF file under the Additional Documents section.

* Mark it as required for automatic inclusion.

Salesforce CPQ Reference:

* The Additional Documents feature simplifies document management in Quote Templates .

NEW QUESTION # 173

An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- A. Asset and Opportunity Product
- B. Asset and Order Product
- C. Asset
- D. Order Product

Answer: C

Explanation:
Scenario Overview:
* Asset Conversion is set to One per Unit, so each unit sold creates a separate Asset record.
Object Relationships:
* During Order and Contract processes:
* Order Product: Reflects the total quantity of Product A as a single record.
* Asset: Creates two Asset records, one for each unit.
Validation:
* Confirm that the Asset records show separate entries for each unit sold, while other objects (e.g., Order Product) do not duplicate records.

NEW QUESTION # 174
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. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- B. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
- C. Set Next Automated Approver Determined By to Manager on the Approval Process.
- D. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.

Answer: C

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 # 175
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