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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 5	<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 6	<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.

Salesforce Certified CPQ Administrator Sample Questions (Q140-Q145):

NEW QUESTION # 140

Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes. Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.

What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Product Features.
- B. Product Options.
- **C. Configuration Attributes.**
- D. Option constraints.

Answer: C

NEW QUESTION # 141

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

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 # 142

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 # 143

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

* The original Subscription

* The first amended Subscription

* The second amended Subscription

- A. 80, 0, 40

- B. 100, -20, 40
- C. 120, -20, 40
- D. 100, 80, 120

Answer: D

Explanation:

Scenario Breakdown:

- * The original subscription starts with 100 licenses.
- * After the first year, the count decreases to 80 licenses.
- * After the second year, the count increases to 120 licenses.

Quantity Adjustments:

- * Original Subscription: The initial agreement is for 100 licenses over 36 months.
- * First Amendment: Reduces the quantity to 80 licenses for the remaining term after the first year.
- * Second Amendment: Increases the quantity to 120 licenses after the second year.

Validation:

- * Salesforce CPQ keeps track of subscription adjustments through the Contract object.
- * Amendments reflect updated quantities while preserving the history of original and amended subscriptions.

NEW QUESTION # 144

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.

What is the most likely cause of the issue?

- A. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- B. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- C. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- D. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.

Answer: C

Explanation:

Behavior Explanation:

- * The Price Rule fails to apply correctly because formula fields used in Price Conditions are not natively supported for the first evaluation cycle.
- * The system requires additional recalculation to fetch and calculate the correct formula-derived value.

Root Cause:

- * Price Rule evaluation relies on static field values at runtime. When formula fields are used, their values may not be immediately available due to dependency on intermediate calculations.

Salesforce CPQ Reference:

- * Salesforce documentation discourages the use of formula fields in Price Conditions for real-time calculations and recommends using static fields or Lookup Queries for consistent behavior .

NEW QUESTION # 145

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