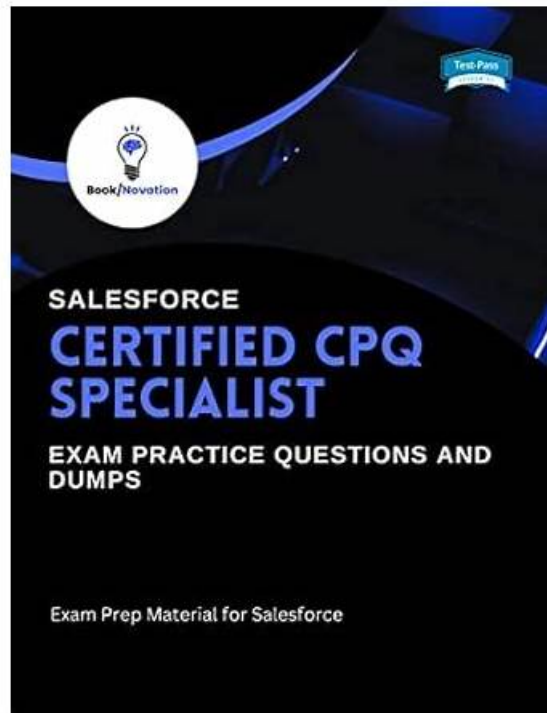


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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 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	• 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.
Topic 6	• 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 7	• 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 (Q117-Q122):

NEW QUESTION # 117

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- **A. HTML Template Content in the Quote document**
- B. Configuration Attribute picklist values
- **C. The Feature Name field on the Configure Products page**
- D. Picklist values in the Product Family field on the Product object

Answer: A,C

Explanation:

Issue:

* Quote Lines on Quote A are grouped incorrectly in the output document.

Possible Causes:

* C: Quote Line Groups: Existing Quote Line Groups on the Quote override the Group Field setting in the template.

* D: Group Field in Template Section: The Group Field value in the Line Items template section may cause unexpected grouping.

Why Other Options Are Incorrect:

* A: The Modified By field has no impact on template grouping.

- * B: Configuration Attributes like location affect product selection, not grouping in Quote templates.
- Salesforce CPQ Reference:
- * Grouping behavior is explained in the Quote Templates and Line Item Configuration documentation .

NEW QUESTION # 118

An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the t Rule to fire within this specific bundle.

What is a valid setup for the Configuration Rule?

- A. The Configuration Rule must be associated with the Product Feature used within the bundle.
- B. The Configuration Rule must be associated with Product records used in Product Actions.
- C. The Configuration Rule must be associated with the Product Option records used in Product Actions.
- **D. The configuration Rule must be associates with the Parent Product in the bundle.**

Answer: D

Explanation:

Requirement:

* Ensure a Product Rule fires only within a specific bundle.

Solution:

* Associating the Configuration Rule with the Parent Product ensures that the rule executes only during configuration of the specified bundle.

Why Other Options Are Incorrect:

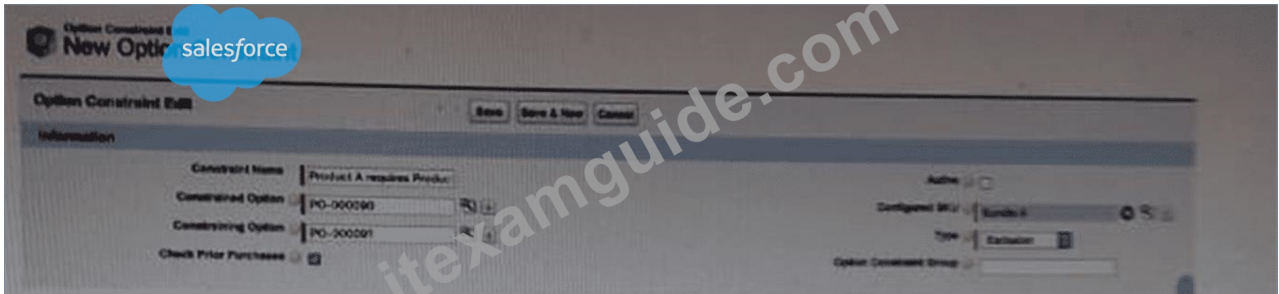
* A, B, C: Associating the rule with Product records, Features, or Options does not scope the rule specifically to the parent bundle.

Salesforce CPQ Reference:

* Configuration Rules and their association with Parent Products are documented in CPQ Configuration Rule Guidelines .

NEW QUESTION # 119

An admin is setting up multiple Option Constraints. When configuration the bundle. a user should be unable to select Product B unless the user has also selected Product A.



What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

- A. Check Prior purchases should be set to False.
- **B. The Active checkbox should be set to True.**
- **C. type should be dependency.**
- D. Option Constrain Group should be populated.

Answer: B,C

Explanation:

Requirement Overview:

* Prevent the user from selecting Product B unless Product A is also selected in the bundle.

Key Configurations:

* Type = Dependency: Ensures that one Product is dependent on the selection of another.

* Active = True: Activates the Option Constraint for use in the configurator.

Steps to Configure:

* Navigate to the Option Constraint record.

* Set the Type to Dependency.

* Mark the Active checkbox as True.

* Define Constrained Option (Product B) and Constraining Option (Product A).

Validation:

* Add the bundle to a Quote and confirm that selecting Product B is only possible when Product A is also selected.

NEW QUESTION # 120

An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page. Which updates should the Admin male to meet this requirement

- A. Update Option Layout on the parent Product record to Wizard.
- **B. Update option layout on the parent Product record to Sections.**
- C. Create feature to the parent product and assign all Option to one of the created features.
- D. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic

Answer: B

Explanation:

Requirement:

* Users must view and select product options by scrolling on a single page.

Solution Details:

* Setting the Option Layout to Sections groups options into expandable/collapsible sections.

* This creates a scrollable view without navigating multiple pages.

Steps to Update:

* Go to the parent Product Record.

* Update the Option Layout field to Sections.

Validation:Test the configuration in the Quote Line Editor. Options should now appear grouped by sections.

NEW QUESTION # 121

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date. Which date will CPQ use to calculate the prorate multiplier?

- A. The Quote date
- **B. The Quote Line date**
- C. The earliest date
- D. The latest date

Answer: B

Explanation:

Requirement:

* Calculate the prorate multiplier when a subscription product's End Date differs from the Quote's End Date.

Solution:

* CPQ uses the Quote Line date (specific to the subscription product) to calculate the prorate multiplier.

This ensures alignment with the subscription term.

Why Other Options Are Incorrect:

* A & D: Earliest or latest dates do not determine prorate multipliers.

* B: The Quote date applies to the Quote as a whole, not individual subscription products.

Salesforce CPQ Reference:

* Prorate multiplier calculations are outlined in Subscription Management Guidelines .

The order of precedence for evaluating subscription dates is as follows (1) Quote Line, (2) Quote Line Group, and (3) Quote
<https://help.salesforce.com/s/articleView?id=000383503&type=1>

NEW QUESTION # 122

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