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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details

Topic 1	<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 2	<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 3	<ul style="list-style-type: none"> • 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 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.
Topic 5	<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 6	<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.

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Salesforce Certified CPQ Administrator Sample Questions (Q42-Q47):

NEW QUESTION # 42

Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group for each location. UC wants to split orders by delivery location automatically.

How should the consultant meet the requirement?

- **A. Ensure the Order by Quote Line Group field is set to TRUE, and then set the Ordered field to TRUE.**
- B. Set the Order By picklist field to the Location field on the Quote Line Group, and then set the Ordered field to TRUE.
- C. Set the Order By picklist field to the value of SBQQ_Group_c, and then click the Create Order button.
- D. Ensure the Order by Quote Line Group field is set to TRUE, and then click the Create Order button.

Answer: A

Explanation:

Requirement Overview:

* Automatically split Orders by delivery location based on Quote Line Groups.

Key Configurations:

* Order by Quote Line Group: Ensures that each Quote Line Group generates a separate Order.

* Ordered Field = TRUE: Triggers the creation of Orders for the Quote Lines.

Steps to Configure:

- * Ensure the Order by Quote Line Group field is checked on the Quote.
- * Mark the Ordered field as TRUE.
- * Test the Order creation process to verify separate Orders are generated by location.

NEW QUESTION # 43

Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based, tiered pricing for Product A on all future quotes.

How can this agreement be configured to set the Regular Price for this customer?

- **A. Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.**
- B. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.
- C. Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- D. Create a Discount Schedule and add it to the Discount Schedule field on Product A.

Answer: A

Explanation:

Requirement Overview:

- * Configure tiered pricing for Product A specific to a customer for all future Quotes.

Solution Details:

- * Use a Discount Schedule with tiered pricing.
- * Assign the Discount Schedule to a Contracted Price record tied to the customer's Account.

Steps to Configure:

- * Create the Discount Schedule with the desired tiers.
- * Navigate to the customer's Account.
- * Create a Contracted Price record:
- * Reference Product A.
- * Assign the Discount Schedule.

Validation:

- * Generate a Quote for the customer and confirm the tiered pricing is applied correctly.

NEW QUESTION # 44

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

Answer: C

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 # 45

Universal Containers sells Tiny Boxes for \$0,005 each. Tiny Boxes are Non Discountable. How should the admin set the decimal precision for the unit price?

- A. Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.
- B. Set the Unit Price Scale field to 3 on the tiny boxes Product record.
- C. Use a Price Rule that sets the Net Unit Price to \$0,005 when the product is added to a Quote.
- D. Edit the Unit Price field on the Quote Line object and set the precision to 3.

Answer: A

Explanation:

Requirement:

* Ensure the price of Tiny Boxes (\$0.005) is handled with proper decimal precision.

Solution:

* Adjust the Unit Price Scale to 3 in the Pricing and Calculation Package Settings, enabling Salesforce CPQ to handle prices up to three decimal places.

Why Other Options Are Incorrect:

- * A: Field-level precision on Quote Line does not control pricing precision.
- * C: The Product record's Unit Price Scale cannot override global settings.
- * D: Price Rules are unnecessary for simple decimal precision adjustments.

Salesforce CPQ Reference:

* Decimal precision configuration is described in CPQ Pricing Settings .

NEW QUESTION # 46

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

	Product A	Product B
Subscription Pricing	Fixed Price	Percent Of Total
Subscription Term	1	1
Percent Of Total Target		Product A
Percent Of Total Base		Net
Percent Of Total (%)	0%	10%
Include In Percent Of Total	TRUE	FALSE
Exclude From Percent Of Total	FALSE	TRUE

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. \$120, 00
- B. \$240, 00
- C. \$480, 00

Answer: B

Explanation:

Subscription Product Configuration:

- * Product B uses the Percent of Total pricing model based on Product A's Net Price.
- * Product B's Percent of Total Base is set to "Net," and its Percent of Total Target is set to Product A.
- * Product B's Percent of Total (%) is configured as 10%.

Calculation:

* Product A Net Total = \$2,400

* Product B Net Total = 10% of Product A Net Total = $2,400 \times 0.1 = 240,000$

1=240.

Salesforce CPQ Reference:

* Percent of Total pricing logic is described under Percent of Total Products .

NEW QUESTION # 47

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