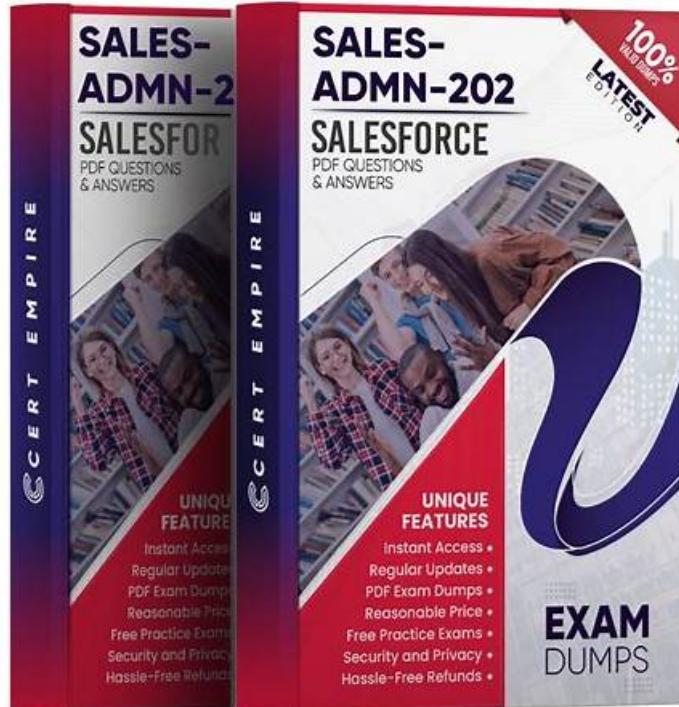


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Salesforce Sales-Admn-202 Exam Syllabus Topics:

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">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 3	<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 4	<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.
Topic 5	<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 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 (Q95-Q100):

NEW QUESTION # 95

An Admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with". If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

- A. Sales reps can see the filter, but are unable to alter the filter text.
- B. Sales reps can change the operator from "starts with" to "contains".
- C. Sales reps can replace the text, but are unable to leave the required field blank.
- D. Sales reps can delete the text to ignore the filter.**

Answer: D

Explanation:

In Salesforce CPQ, when search filters are configured with predefined values and visible to sales reps, their interaction with the filter is determined by the filter's configuration and available operators. The behavior described here is tied to Search Filters in the Product Selection screen, which allow users to refine the list of displayed products based on specific criteria.

* Search Filter Configuration:

* Predefined Filter Value: Here, the filter is set with a value ("Green").
 * Operator: The operator "starts with" limits the search to product codes beginning with the text "Green."

* Sales Rep Interaction with the Filter:

* The visibility of the search filter enables sales reps to view and interact with the criteria during product selection.
 * Specifically, sales reps have the ability to delete the predefined text to ignore the filter and retrieve a broader or unrestricted product list.

* Documentation Alignment: According to Salesforce CPQ guidelines (as referenced in the Salesforce CPQ package settings and user behaviors), if filters are not marked as "required," users can remove or modify the filter values dynamically. This is designed to offer flexibility during quoting while maintaining filter defaults for ease of use.

The interaction described above aligns with Salesforce CPQ's behavior regarding visible search filters, emphasizing that sales reps can clear the filter text unless restricted by additional customization.

* Use Case Reference:

* When a sales rep begins a quote and searches for products, the filter defaults to "Green."

* If the rep does not want to limit the product search to codes starting with "Green," they can simply remove the text and refresh the results.

Relevant Salesforce CPQ References:

* Search Filters in the Quote Line Editor section of CPQ documentation .

* Guidelines for Search Filter Configuration and behaviors when visible filters are not required .

NEW QUESTION # 96

In what way does Smart Approvals expedite the approval process?

- A. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- B. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- C. Quotes within defined thresholds will be automatically approved.
- D. **Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.**

Answer: D

Explanation:

Smart Approvals Overview:

* Salesforce CPQ's Smart Approvals streamline the approval process by re-evaluating previously approved records to avoid redundant approvals.

Rejected Quotes Resubmission:

* If a quote is rejected, and the user resubmits it without exceeding previously approved values, it bypasses the full approval chain and is sent directly to the person who rejected it.

* This functionality minimizes unnecessary delays and ensures efficient quote handling.

Documentation Alignment:

* Smart Approvals Configuration and behavior as outlined in CPQ guidelines ensure approval efficiency .

NEW QUESTION # 97

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- A. Create a Selection Product Rule that automatically shows and hides Product Options based on the service level
- B. Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- C. **Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.**
- D. Ensure Apply Immediately is set to TRUE on the Configuration Attribute.

Answer: C,D

Explanation:

Requirement Overview:

* Limit the Product Options displayed in a bundle based on the service level selected by the user via a Configuration Attribute.

Solution Details:

* Selection Price Rule: Use a Selection Price Rule to dynamically show or hide Product Options based on the selected value of the Configuration Attribute.

* Apply Immediately: Ensures that changes based on the service level selection occur in real-time during configuration.

Steps to Configure:

* Create the Selection Price Rule:

* Define the Price Rule with a Condition targeting the Configuration Attribute value.

* Use a Price Action to show or hide Product Options.

* Set Apply Immediately:

* Navigate to the Configuration Attribute.

* Set Apply Immediately to TRUE.

Validation:

* Test the bundle configuration by changing the service level and verifying the Product Options displayed dynamically update.

NEW QUESTION # 98

An admin has created a validation Product Rule that must display an error message upon clicking Save if a Product Option is selected while a Configuration Attribute is set to a specific value. When the user chooses the Product Option, then sets the Configuration Attribute to the specific value. The error message appears before Save is clicked.

What can the admin change on the Product Rule or Configuration Attribute to ensure the error message only appears upon clicking Save?

- A. Add a Product Rule Error Condition to check if Evaluation Action = Save.
- B. Change the Product Rule field Evaluation Event to Save.
- C. Change the Product Option field Apply Immediately to True.
- D. Change the Configuration Attribute field Apply Immediately to False.

Answer: D

Explanation:

Issue:

* The validation error message appears immediately after a user sets a specific value in the Configuration Attribute, even before saving.

Solution:

* Setting Apply Immediately to False ensures that changes in Configuration Attributes do not trigger immediate validations. Instead, validations occur only upon clicking Save.

Why Other Options Are Incorrect:

- * A: Evaluation Action does not exist as a field for Product Rule Error Conditions.
- * C: Changing the Apply Immediately field for Product Options does not affect the Configuration Attribute's behavior.
- * D: Setting Evaluation Event to Save applies to the rule's scope but does not address Configuration Attribute settings.

Salesforce CPQ Reference:

* Configuration Attribute Settings are explained in CPQ Configuration Attribute documentation .

NEW QUESTION # 99

Universal Containers (UC) offers several enterprise server bundles with professional services. UC has a large catalog of professional services that are compatible with any server. New professional services are constantly being introduced. UC wants to design the product configuration to minimize maintenance and ensure scalability.

Which two actions should the admin take to construct these new bundles?

Choose 2 answers

- A. Create a Filter Product Rule with a Product Action filtering for Professional Services Products.
- B. Create a nested bundle that contains all Professional Services Products.
- C. Create a Dynamic Feature for Professional Services Products.
- D. Create a new Custom Action that is filtered to show only Professional Services Products.

Answer: A,C

Explanation:

Requirement:

* Minimize maintenance and ensure scalability for professional services in enterprise server bundles.

* New professional services are introduced frequently, requiring dynamic handling.

Solution Steps:

* Dynamic Feature (B): Allows dynamic grouping and population of professional services products, ensuring that new services are automatically included in the configuration without manual updates.

* Filter Product Rule (D): Ensures only compatible professional services are displayed by applying a filtering condition with a Product Action.

Why Other Options Are Incorrect:

* A: Custom Actions are useful for guiding users during selection but do not minimize maintenance or scale dynamically.

* C: A nested bundle containing all services is cumbersome to maintain as new services are introduced.

Salesforce CPQ Reference:

* Dynamic Features and Filter Product Rules are key tools for managing scalable configurations .

NEW QUESTION # 100

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