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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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	• 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	• 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 (Q124-Q129):

NEW QUESTION # 124
Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.
How should the Admin set up this data flow?

- A. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.
- B. Renewal Quote Line values are automatically mapped from original Quote Lines.
- C. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

Answer: D

Explanation:
Requirement:
* Ensure that custom field data from original Quote Lines flows into Renewal Quote Lines.
Solution:
* Use twin fields on the Asset and Subscription objects to store and transfer data. Twin fields are automatically mapped during renewal processes, ensuring data flows seamlessly.
Why Other Options Are Incorrect:
* A: A formula field cannot persist data on Renewal Quotes.
* B: Automatic mapping does not apply to custom fields without twin fields.
* C: A Price Rule is unnecessary when twin fields handle this data flow.
Salesforce CPQ Reference:
* Twin fields and their functionality are described in CPQ Subscription Management .

NEW QUESTION # 125
An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.
Which behavior can the admin expect in this scenario?

- A. The Target Field maintains its original value and an error message appears in the Quote Line Editor.
- B. The value from the first record sorted alphabetically by Name is applied to the Target Field.
- C. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- D. The value from the record that was created most recently is applied to the Target Field.

Answer: A

Explanation:
Scenario:
* A Price Rule utilizes a Lookup Object and Lookup Queries, and multiple records meet the criteria for a single Quote Line.
Behavior:
* When more than one lookup record meets the criteria, Salesforce CPQ does not apply any value to the Target Field. Instead:
* The Target Field retains its original value.
* An error message is displayed in the Quote Line Editor, notifying the user of the conflict.
Why Other Options Are Incorrect:
* A & D: Salesforce CPQ does not resolve ties by sorting records alphabetically.
* C: The system does not apply values based on record creation date.
Salesforce CPQ Reference:
* Lookup Queries behavior and error-handling are outlined in CPQ Price Rules Configuration Guidelines .

NEW QUESTION # 126
Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book.
When the Product is selected under a bundle, the price should be included as part of the bundle.
How should the Admin meet this requirement?

- A. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.On the Product Option, set the Bundled field to True.
- B. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.On both Product Option records, set the Required field to True.
- C. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.On the Product Option, set the System field to True.
- D. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.On the Product Option, set the Selected field to True.

Answer: A

Explanation:
* Requirement Overview:
* A product priced at 100 USD and 95 EUR needs to be included as part of a bundle.
* Solution:
* Bundled Products: Setting the Bundled field to True ensures the product is included in the bundle's total price.
* Configure the Price Book Entries with the required prices for the respective currencies.
* Steps to Configure:
* Navigate to the Product in the 2019 Price Book.
* Set 100 USD and 95 EUR as the Price Book Entries.
* On the Product Option, mark the Bundled field as True.
* Validation:
* Test the bundle by adding it to a Quote and verifying the correct pricing behavior.

NEW QUESTION # 127
After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

- A. CPQ Quote Line object
- B. CPQ Quote object
- C. Opportunity object
- D. Core Salesforce Quote object

Answer: C

Explanation:
Advanced Approvals Context:
* The Opportunity Object is configured out-of-the-box to integrate fully with Advanced Approvals.
* Other objects, like the CPQ Quote or Quote Line, may require additional customization.
Functionality:

* Advanced Approvals use Approval Rules, Chains, and Conditions to automate the approval process.
* Predefined templates and configurations are readily available for the Opportunity Object.
Validation:
* After installation of the Advanced Approvals package, confirm the Opportunity Object's configuration.
No additional setup is required for basic functionality.

NEW QUESTION # 128
Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group f each location. UC wants to split orders by delivery location automatically.
How should the consultant meet the requirement?

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

Answer: D

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 # 129
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