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## Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• <b>Bundle Configurations:</b> 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.</li> </ul>
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## Salesforce Certified CPQ Administrator Sample Questions (Q51-Q56):

### NEW QUESTION # 51

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

- A. Selection
- **B. Alert**
- C. Validation
- D. Filter

**Answer: B**

Explanation:

Requirement:

\* Notify users in the Quote Line Editor when approval is required to discourage excessive discounting.

Solution:

\* Use a Product Rule with Alert Action to display a notification or message in the Quote Line Editor when a user exceeds predefined discount thresholds.

Why Other Options Are Incorrect:

- \* A: Validation Rules prevent actions but do not notify users.
- \* B: Filter Rules are used for restricting product selection, not notifications.
- \* D: Selection Rules govern product compatibility and are irrelevant here.

Salesforce CPQ Reference:

\* Alert actions in Product Rules are outlined in CPQ Product Rule Configuration

### NEW QUESTION # 52

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Create an HTML Template Content record for the PDF and include it in a Template Section.
- B. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- C. Upload the PDF into the Documents object folder named Output Attachments.
- **D. Add the PDF as a required Additional Document on the Quote Template.**

**Answer: D**

Explanation:

Simplification Method:

\* By adding the PDF as a required Additional Document in the Quote Template, Salesforce CPQ ensures the PDF is automatically included with each generated Quote.

Steps to Configure:

- \* Navigate to the Quote Template.
- \* Add the PDF file under the Additional Documents section.
- \* Mark it as required for automatic inclusion.

Salesforce CPQ Reference:

\* The Additional Documents feature simplifies document management in Quote Templates .

### NEW QUESTION # 53

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and

Delete actions on Quote Lines in the Quote Line Editor.  
What should the Admin do to resolve this issue?

- A. Set a lower value in the Display Order field in the Custom Action record.
- B. Update the Custom Action Location to left.
- **C. Change the Actions Column Placement in package settings to Left.**
- D. Move the Clone and Delete actions into the Quote Line Editor drawers.

**Answer: C**

Explanation:

Issue:

\* Sales reps experience excessive horizontal scrolling to access the Clone and Delete actions in the Quote Line Editor.

Solution:

\* Quote Line Editor Drawers provide a compact and user-friendly way to access actions without excessive scrolling.

Steps to Configure:

\* Navigate to Setup > Custom Actions.

\* Configure the Clone and Delete actions to appear in the Quote Line Editor drawers.

Validation:

\* Open the Quote Line Editor and confirm that the actions are accessible without horizontal scrolling.

#### NEW QUESTION # 54

A user has added multiple bundles to the Quote. Each bundle consists of Product Options of the Product Families:

- \* Hardware
- \* Licenses
- \* Maintenance

On the output document, different line columns need to be rendered that contain the Products of each Family.

Moreover, the Product Options of each Family need to be rendered separately for each bundle.

Which two steps should the admin take to meet the requirement? (Choose two.)

- A. Populate the Sort Order field on each Product record to properly sort the Quote Lines within each section.
- **B. Create a different Line Item section for each Product Family and leverage the Conditional Print field to show the correct products.**
- C. Create a different Line Item section for each Product Family, and leverage the Filter field to show the correct products.
- **D. Construct a formula field on the Quote Line object that returns the bundle's Name and Number, and use this field in the Group field on the Line Item section.**

**Answer: B,D**

Explanation:

Requirement:

\* Render separate Line Item sections for each Product Family and bundle on the output document.

Solution Steps:

\* Option B: Create a Line Item section for each Product Family and use the Filter field to display only the relevant products for each section.

\* Option C: Use a formula field on the Quote Line object to identify the bundle's Name and Number, then set this field in the Group field to group lines within each section.

Why Other Options Are Incorrect:

\* A: The Conditional Print field is not used for rendering specific Product Families in Line Item sections.

\* D: Sort Order on Product records does not meet the grouping and filtering requirements for the output document.

Salesforce CPQ Reference:

\* Document generation and Line Item grouping are detailed in Quote Templates Configuration .

#### NEW QUESTION # 55

Universal Containers (UC) has products that will only be utilized as Product Options inside five different bundle products. When a user adds products to the Quote Line Editor, UC wants:

- \* Bundle products to show in the Product Selection page.
- \* Products that are Product Options of the bundles to be excluded from the Product Selection page.

How should the admin set up the bundle?

- A. Select the Component checkbox on any Product that is a Product Option for the bundles.
- B. Select the bundle on each Product option and mark the Product inactive
- C. Select the Selectbox on each product option and mark the Product inactive.
- D. Select the Hidden for any Product that is a Product Option for the bundles.

**Answer: A**

Explanation:

Requirement:

\* Bundle products should show on the Product Selection page, but their Product Options should not.

Solution:

\* Setting the Component checkbox to TRUE for Product Options ensures they are excluded from the Product Selection page and only appear within their bundles.

Why Other Options Are Incorrect:

\* B: The Hidden field does not dynamically manage visibility for Product Options.

\* C & D: Marking products inactive makes them completely unavailable, which is not the requirement.

Salesforce CPQ Reference:

\* The Component checkbox's functionality is explained in Product Configuration .

## NEW QUESTION # 56

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