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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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.

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Salesforce Certified CPQ Administrator Sample Questions (Q186-Q191):

NEW QUESTION # 186

At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates. At the same time, the Account Management team wants to ensure that all items from one order appear on one contract. What are two ways the CPQ specialist can meet these requirements? (Choose 2 answers)

- A. Set Quote Contracting Method to By Subscription End Date.
- B. Set package Default Order Start Date to Today.
- C. Set Order Product Date to Today when the record is created using Process Builder.
- D. Set Contracting Method on the Order to Single Contract.

Answer: C,D

Explanation:

For the Fulfillment team's requirement, Order Item dates need to reflect the order creation date rather than Quote Line start dates.

Option C achieves this by using Process Builder to set the Order Product Date to

"Today" upon record creation, overriding any inherited Quote Line dates. For the Account Management team's requirement, all items from one order must appear on a single contract. Option A accomplishes this by setting the Contracting Method on the Order to "Single Contract," ensuring all order products are grouped under one contract regardless of subscription terms. Option B (Default Order Start Date) is a package-level setting that doesn't directly apply to individual order items. Option D (Quote Contracting Method) affects quote-to-contract mapping but doesn't ensure order-based consolidation. Salesforce CPQ documentation supports these configurations for date and contract control.

References: Salesforce CPQ Documentation - "Order Management" and "Contracting Methods".

NEW QUESTION # 187

The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products:

Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.

Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create a Line Items section and set SBQQ__ProductFamily__c as the Group field.

- B. Create a Line Items section and set SBQQ__ProductFamily__c as the Roll-Up field.
- C. Create an HTML Template Content record with three tables to represent each Product Family.
- D. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.

Answer: A

Explanation:

Requirement Overview:

* Universal Containers wants to show Quote Line items grouped by Product Family with subtotals for each family in Quote Documents.

Solution Details:

* Salesforce CPQ allows grouping of Line Items in Quote Templates.

* Setting SBQQ__ProductFamily__c as the Group field organizes the Quote Lines into separate sections for each Product Family.

Configuration Steps:

* Navigate to the Quote Template.

* Create a new Line Items Section.

* In the Grouping field, set SBQQ__ProductFamily__c.

* Save and test the template by generating a Quote Document.

Validation:

* Confirm that the generated document displays separate tables for Hardware, Software, and Professional Services, with subtotals for each group.

NEW QUESTION # 188

Universal Containers Is rolling out a new version of its Premier Support offering named Premier Pro. The sales operations team wants to ensure that when a sales rep renews an existing Contract with Premier Support, It Is replaced with Premier Pro.

What does the admin need to do to support this business requirement?

- A. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- C. Set the Upgrade Target field on the Premier Support Product record to Premier Pro.
- **D. Set the Renewal Product field on the Premier Support Product record to Premier Pro.**

Answer: D

Explanation:

Requirement Overview:

* When renewing Contracts with Premier Support, it must automatically be replaced with Premier Pro.

Solution:

* The Renewal Product field on the Product record allows admins to specify a replacement Product for renewals.

Steps to Configure:

* Navigate to the Premier Support Product record.

* Populate the Renewal Product field with Premier Pro.

* Save and test the renewal process to confirm Premier Pro replaces Premier Support on the Quote.

Validation:

* Ensure all renewal Quotes replace Premier Support with Premier Pro automatically.

NEW QUESTION # 189

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activities the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.

What should the user see on the renewal Quote?

- A. Optional products from the original Quote will pull into the renewal.
- **B. Additional discounts from the original Quote will automatically populate on the renewal.**
- C. The renewal Quote start date will be the Contract end date plus one day.
- D. All Quote Line items will be pulled through from the original Quote.

Answer: B

Explanation:

* Scenario:

* Renewal Pricing Method is set to List, and the Quote contains standalone fixed-price subscription and non-subscription products.

* Behavior:

* Discounts from the original Quote are carried forward to the renewal Quote automatically as part of the renewal process, ensuring consistency in pricing.

* Salesforce CPQ Reference:

* Renewal Quote generation processes consider discounting rules as part of the Renewal Pricing Method .

NEW QUESTION # 190

Sales reps at Universal Containers want to be able to filter products based on their Release Date. For example, a sales rep would like to see products with a Release Date between their input values of 11/23/04 and 01/16

/07 when adding products.

What should the admin create for this use case?

The options are:

- A. A custom action with the Filter Source Field set to Release Date
- B. Configuration attributes for the earliest and latest date
- C. A search filter for the Release Date field
- D. A custom action condition for the Release Date field

Answer: C

NEW QUESTION # 191

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