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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"> 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 4	<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 5	<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 6	<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 7	<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.

Salesforce Certified CPQ Administrator Sample Questions (Q207-Q212):

NEW QUESTION # 207

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

Answer: A,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 # 208

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 Product A to the Product lookup on the Discount Schedule.
- C. Create a Discount Schedule and add the customer to the Contracted Prices related list 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 # 209

Universal Containers has set up an Account lookup field, Distributor__c, on the Quote to identify different distributors per group. Distributor accounts have a Discount_Level__c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- A.
- B.

Answer: B

Explanation:

Requirement:

* Ensure the correct Distributor Discount is applied to Quote Lines based on the distributor's Discount_Level__c field value.

Solution:

* Configurator Scoped Price Rule:

* A Price Condition checks whether the SBQQ__Quote__r.Distributor__c field is populated.

* If the field is blank, the rule does not execute.

* Price Action:

* Injects the value of the Discount_Level__c field from the Distributor account into the Quote Line's SBQQ__DistributorDiscount__c field.

Why Option A is Correct:

* Configurator Scope ensures the rule is evaluated during configuration, applying discounts dynamically as the Quote is edited.

Why Option B is Incorrect:

* Calculator Scoped Price Rules execute during calculations (not configuration), which may result in delayed discount updates.

Salesforce CPQ Reference:

* Price Rules and their scopes are documented in the CPQ Pricing Logic Configuration .

NEW QUESTION # 210

A user has created two Quotes related to an Opportunity. The user has changed the Primary Quote by checking the Primary checkbox on the non-Primary Quote. After performing this action, the amount on the Opportunity fails to update and the Quote Lines fail to sync to the Opportunity.

What is the root cause of this issue?

- A. The Primary field on the Quote is missing from the Quote object's Calculating Fields field set.
- B. The triggers have been disabled in the Installed Package Settings
- C. Primary Quote Keeps Opportunity Products is set to FALSE in the Installed Package Settings.
- D. Twin fields between the Quote and the Opportunity Product need to be set up.

Answer: A

Explanation:

Root Cause:

* The Primary Quote field must be included in the Calculating Fields field set to trigger synchronization between the Quote and Opportunity.

Steps to Resolve:

* Navigate to Setup > Object Manager > Quote.

* Locate the Calculating Fields field set.

* Add the Primary field to the field set.

Testing:

* Change the Primary Quote for an Opportunity and verify that the Quote Lines and Opportunity values sync properly.

Salesforce CPQ Reference:

* The Calculating Fields field set ensures proper updates between related objects during key actions like recalculations.

NEW QUESTION # 211

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 Selected field to True.
- B. 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.
- C. 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.
- 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 Bundled field to True.

Answer: D

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 # 212

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