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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
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Topic 1	<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.
Topic 2	<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 3	<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 4	<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 5	<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 6	<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.

Salesforce Certified CPQ Administrator Sample Questions (Q143-Q148):

NEW QUESTION # 143

Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- A. The Conditional Print Field of a Template Section for only price Line Columns
- B. The Hide Totals Field on the Quote Template
- C. The Conditional Print Field for each price Line Column
- D. The Hide Group Subtotals Field on the Quote Template

Answer: A

Explanation:

Requirement Overview:

* Show or hide price-related data in the Quote PDF based on the Primary Checkbox field value.

Solution Details:

* The Conditional Print Field on Template Sections enables dynamic visibility.

* Add the Primary Checkbox as a reference in the Conditional Print Field for the section containing price-related columns.

Steps to Configure:

* Navigate to the Quote Template.

* Locate the section containing price-related data.

* Set the Conditional Print Field to reference the Primary Checkbox.

Validation:

* Generate PDFs with the Primary checkbox set to both True and False and confirm the expected visibility of pricing data.

NEW QUESTION # 144

Admins at Universal Containers (UC) created an automation that selects the Renewal Forecast and Renewal Quoted checkboxes

when a Contract is activated. However, UC has found that amendments to the contract fail to update the Renewal Opportunity. What is the explanation for this result?

- A. Contracts must be deactivated before amendments will update the Opportunity.
- B. The Opportunity Products generated by Renewal Forecast are impeding data flow from the amendment to the renewal.
- C. Renewal Quoted must be selected after Renewal Forecast has been selected.
- **D. The Quote generated by Renewal Quoted is impeding data flow from the amendment to the Renewal.**

Answer: D

NEW QUESTION # 145

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. Set the Upgrade Target field on the Premier Support Product record to Premier Pro.
- B. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- C. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with 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 # 146

A user is unable to see a particular Product on the Product Selection screen when clicking Add Products.

What are two potential reasons the Product is unavailable

Choose 2 answers

- A. The Hidden checkbox on the Product record is set to TRUE.
- **B. The Component checkbox on the Product record is set to TRUE.**
- C. The Add Products button has a Custom Action Condition associated to it.
- **D. The Add Products button has a Search Filter associated to it.**

Answer: B,D

Explanation:

Potential Causes:

* Component Checkbox: Products marked as Components are typically excluded from being directly selectable in the Product Selection screen unless part of a bundle .

* Search Filter: Custom Search Filters on the Add Products button limit the display of products based on criteria such as product attributes or field values.

Excluded Reasons:

* Hidden Checkbox: This is generally used to hide products from the Quote Line Editor, not the Product Selection screen.

* Custom Action Condition: While these can limit the Add Products button's visibility, they do not directly affect individual product visibility.

Salesforce CPQ Reference Points:

* Documentation on Product Selection Behavior and Search Filters confirms these behaviors .

NEW QUESTION # 147

Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

- A. Enable "Allow Output in Different Languages" In the managed package settings.
- B. Set the Quote Term field Language to the desired output language for each Quote Term.
- C. Create a Quote picklist field named output Language, With language codes as values.
- D. Create Localization records for individual Quote Terms for all three languages.

Answer: C,D

Explanation:

* Requirement:

* Localize Quote Terms into three selectable languages for the quote PDF output.

* Solution Steps:

* Step A: Create a picklist field (e.g., Output Language) on the Quote object with language codes (e.g., EN, FR, DE) as values.

* Step B: Create Localization records for each Quote Term in all three languages, ensuring the Quote PDF reflects the selected language.

* Why Other Options Are Incorrect:

* C: "Allow Output in Different Languages" is not an actual managed package setting.

* D: Setting the Language field alone does not dynamically manage multiple languages for PDF generation.

* Salesforce CPQ Reference:

* Localization of Quote Terms is covered in CPQ Multi-Language Configuration Guidelines .

NEW QUESTION # 148

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