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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"> • 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 2 | <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 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"> • 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. |

Salesforce Certified CPQ Administrator Sample Questions (Q128-Q133):

NEW QUESTION # 128

Universal containers has a fixed bundle with selected Product Options, After selecting the bundle, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

- A. Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.
- B. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add
- C. Set the bundle product record filed Configuration Type to Required and Configuration Event to Always.
- **D. Set the bundle product record filed Configuration type to Allowed and Configuration Event to Always.**

Answer: D

Explanation:

Requirement:

* When a fixed bundle is selected, users should bypass the configuration process entirely.

Solution:

* Setting the Configuration Type to Allowed ensures users can configure the bundle if necessary.

* Setting the Configuration Event to Always skips the configuration process automatically for preconfigured bundles.

Why Other Options Are Incorrect:

* A: Setting Configuration Type to Disabled prevents any configuration, which may not align with future flexibility requirements.

* B: Required forces configuration instead of skipping it.

* D: Configuration Event = Add requires the user to manually trigger the process during addition.

Salesforce CPQ Reference:

* Bundle Configuration Settings and their implications are detailed in CPQ Configuration Guidelines .

NEW QUESTION # 129

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the Admin do to meet this requirement?

- **A. Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.**
- B. Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.
- C. Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.
- D. Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval

Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.

Answer: A

Explanation:

Requirement Overview:

* A group of users should receive Approval requests simultaneously, and only one user's response is required to approve.

Key Configuration:

* Use a Group ID to associate the group of approvers.

* Setting Unanimous = False ensures that only one approval is needed to proceed.

Steps to Configure:

* Navigate to the Approver Record related to the Approval Rule.

* Reference the appropriate Group ID.

* Set the Unanimous checkbox to False.

Validation:

* Test the Approval process by submitting a Quote for approval and confirming that one approval suffices.

NEW QUESTION # 130

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- A. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- B. Set the Product Family picklist on the Standard Warranty product's Product record to Services.
- C. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- **D. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.**

Answer: D

Explanation:

Requirement Overview:

* Ensure the Standard Warranty (a Percent of Total product) generates an Order Product when a partial Order is created.

Solution:

* When generating a partial Order, selecting a Shipping Container product triggers the automatic creation of a Standard Warranty Order Product, as the warranty is based on the container's Net Price.

Steps to Test:

* Add a Shipping Container Quote Line and the Standard Warranty Quote Line to a Quote.

* Create a partial Order, selecting the Shipping Container.

* Verify that the Standard Warranty Order Product is generated.

NEW QUESTION # 131

Universal Containers (UC) sells to partners in multiple regions. Each region has a unique price multiplier that should be applied to the pricebook price of the product.

A custom object has been created to maintain the regional multipliers for each region. Any discounts should be applied after the regional multiplier has been applied. An admin needs to create a Lookup Price Rule.

Which field should the admin configure the price action to update?

- A. The list price
- **B. The customer price**
- C. The partner price
- D. The special price

Answer: B

Explanation:

Scenario:

* Apply a regional multiplier to the pricebook price and subsequently apply discounts.

Solution:

* The Customer Price field stores the post-regional multiplier price, enabling further discounting.

Why Other Options Are Incorrect:

* A: Special Price is used for manual overrides, not automated calculations.

* B: Partner Price is unrelated to the customer's pricing structure.

* D: List Price remains constant and does not reflect discounts or multipliers.

Salesforce CPQ Reference:

* Price Rules and field updates are detailed in CPQ Pricing Logic Guidelines .

NEW QUESTION # 132

An Admin at Universal Containers has hidden the prices of Products on the Configure Products page.

How should the Admin make the prices visible again?

- A. Go to the Product Option record and check if the Price Editable field is False.
- B. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
- C. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.
- **D. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.**

Answer: D

Explanation:

Issue:

* Prices are hidden on the Configure Products page due to restricted field visibility.

Solution:

* Adjust the Field-Level Security settings for the Unit Price field on the Product Option object to ensure visibility.

Why Other Options Are Incorrect:

* B: The Option Configuration Field Set affects configuration but does not control visibility.

* C & D: Default Pricing Table and Price Editable settings do not impact visibility on the Configure Products page.

Salesforce CPQ Reference:

* Managing field visibility is outlined in CPQ Field-Level Security documentation .

NEW QUESTION # 133

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