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Salesforce Sales-Admn-202 Exam Syllabus Topics:

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

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Salesforce Certified CPQ Administrator Sample Questions (Q196-Q201):

NEW QUESTION # 196

Universal containers has an add-on product that can only sold as part of bundles.

Which two steps should the admin take to meet this requirement?

Choose 2 answers

- A. Create a product Option records referencing the add-on product on each bundle.
- B. Set the customer community availably picklist on the add-on Product to never.
- C. Set the component checkbox to TRUE on the add-on product record.
- D. Create a product Feature record referencing the add-on product.

Answer: A,C

NEW QUESTION # 197

The Require Approved Quote package-level setting prevents CPQ from generating records for which object?

- A. Quote Document
- B. Contract
- C. Contracted Price
- D. Order

Answer: D

Explanation:

Requirement Overview:

* The Require Approved Quote setting prevents certain records from being created without an approved Quote.

Solution Details:

* When this setting is enabled, Salesforce CPQ blocks the creation of Order records unless the associated Quote has been approved.

Validation:

* Test by attempting to create an Order from an unapproved Quote and confirming that the system blocks the action.

NEW QUESTION # 198

A user hat 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 or the Opportunity fails to update and the Quote Lines fad to sync to the Opportunity.

What is the root cause of this issue?

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

Answer: C

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 # 199

Universal Conditions wants its users to be able to apply Additional Discounts in the Line Editor at both the Quote and Group level. Which two steps should the Admin take to fulfil this requirement? Choose 2 answers

- A. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.
- B. Add Additional Disc. to the Line Editor Field set on the Quote Line object.
- C. Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.
- D. Add Additional Disc. (%) to the Line Editor Field Set on the Quote object.

Answer: C,D

Explanation:

Requirement Overview:

* Admin needs to enable Additional Discounts at both the Quote and Group levels in the Line Editor.

Solution Steps:

* For the Quote Object:

* Navigate to Setup > Object Manager > Quote.

* Locate the Line Editor Field Set.

* Add the Additional Disc. (%) field to the field set.

* For the Quote Line Group Object:

* Navigate to Setup > Object Manager > Quote Line Group.

* Locate the Line Editor Field Set.

* Add the Additional Disc. (%) field to the field set.

Testing:

* Open the Quote Line Editor and confirm the visibility of the Additional Discount fields at both levels.

NEW QUESTION # 200

Universal Containers (UC) has a requirement to identify any quotes where a sales user has applied a discount to any options within a bundle.

The admin created a price rule c their IsDiscounted__c custom quote field to IRUE.

Conditions Met = All.

Which two approaches must the admin create to ensure the price rule meets business requirements? Choose 2 answers

- A. A Price Condition Tested Formula of SBQQ. RequiredBy 1.SBQQ. Bundled = TRUE
- B. A Price Condition where the Tested Variable must equal 0. The Summary Variable should have these values: Aggregate Function - Max Target Object - Quote Line Aggregate Field - SBQQ__Discount__c
- C. A Price Condition with: Object - Quote Line Field - SBQQ__ProductOption__c Operator - Not Equals Filter Type - Value Filter Value - (Null)
- D. A Price Condition with: Object = Quote Line Field = SBQQ__Discount__c Operator = Greater Than Filter Type = Value Filter Value = 0

Answer: B,D

Explanation:

Requirement Overview:

* Identify any Quotes where a discount has been applied to options within a bundle.

Solution Details:

* B. Summary Variable:

* Use a Summary Variable to check if any Quote Line within the bundle has a Discount > 0.

* Configure the Max aggregation function to evaluate discounts.

* C. Price Condition:

* Add a condition to check if the Discount field (SBQQ__Discount__c) on a Quote Line is greater than 0.

Steps to Configure:

* Summary Variable:

* Navigate to Summary Variables and create one with:

* Target Object: Quote Line.

* Aggregate Function: Max.

* Aggregate Field: SBQQ__Discount__c.

* Price Condition:

* Add a condition to the Price Rule:

* Object: Quote Line.

* Field: SBQQ__Discount__c.

* Operator: Greater Than.

* Filter Value: 0.

Validation:

* Add bundle options with discounts to a Quote and verify that the rule identifies the discounted options.

NEW QUESTION # 201

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