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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details

Topic 1	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 2	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	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	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 5	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 (Q85-Q90):

NEW QUESTION # 85

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Pricing Method to Block on the Product record.
- B. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- D. Set Non-Discountable to True on the Product record.
- E. Set Pricing Method to Fixed Price on the Product record.

Answer: A,B,D

Explanation:

Requirement:

* Use fixed pricing for quantity tiers without additional discounts.

Solution Steps:

* B: Marking the product as Non-Discountable prevents additional discounts.

* D: Set the Pricing Method to Block to define fixed prices per quantity tier.

* E: Create Block Pricing records to define fixed prices for each quantity tier (e.g., 1-5 licenses = \$1,000).

Why Other Options Are Incorrect:

* A: Fixed Price is not suitable for tiered pricing.

* C: Slab Discount Schedules are not used for block pricing.

Salesforce CPQ Reference:

* Tiered and Block Pricing setups are detailed in Pricing Configuration .

NEW QUESTION # 86

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once. What should the admin set up to satisfy this requirement?

- **A. A value of 10 should be added to the Max Options field on the feature record.**
- B. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- C. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- D. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.

Answer: A

Explanation:

Requirement Overview:

* Limit users from selecting more than 10 product options within a specific Product Feature.

Key Mechanism:

* The Max Options field on the Feature record limits the maximum number of product options that can be selected for that feature.

Steps to Configure:

* Navigate to the Feature Record associated with the Product Bundle.

* Set the Max Options field to 10.

* Save and test by adding the Product Bundle to a Quote.

Validation:

* When a user attempts to select more than 10 product options within the feature, Salesforce CPQ will prevent further selections and display an appropriate message.

NEW QUESTION # 87

Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote for approval. How can the admin meet this requirement?

- A. Using Native Approvals, build a custom button to display the approval matrix to users.
- B. Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.
- **C. Using Advanced Approvals, place the Preview Approval button on the Quote page layout.**
- D. Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.

Answer: C

Explanation:

Requirement:

* Sales reps need visibility into the Approval Chain before submitting a Quote for approval.

Solution:

* The Preview Approval button in Advanced Approvals allows users to view the Approval Chain directly from the Quote page.

Why Other Options Are Incorrect:

* A and C: Building custom Visualforce pages is unnecessary with Advanced Approvals.

* D: Native Approvals do not offer a built-in preview feature.

Salesforce CPQ Reference:

* Advanced Approvals functionality, including the Preview Approval button, is detailed in CPQ Approval Configuration .

NEW QUESTION # 88

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

- A. The Quote fields that may be edited.
- **B. The Quote Line fields that are visible.**
- C. The fields that trigger a calculation event to occur.

- D. The fields that appear in the Quote Line Drawer.

Answer: B

Explanation:

Requirement Overview:

- * Control the visibility of fields in the Quote Line Editor.

Solution:

- * The Edit Lines Field Set Name special field on the Quote object references the field set used to control which Quote Line fields are visible in the editor.

Steps to Configure:

- * Navigate to the Field Set on the Quote Line object.
- * Add or remove fields from the field set referenced in the Edit Lines Field Set Name field.

Validation:

- * Test the Quote Line Editor to ensure only the configured fields are visible.

NEW QUESTION # 89

When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

- A. The user calculates a Quote.
- B. The user selects a Configuration Attribute value for a Product
- C. The user saves the Quote.
- **D. The user selects a Product for the Quote.**

Answer: D

Explanation:

Scenario Overview:

- * A Product Rule triggers the addition of the Conference Pass Product when a related Product is selected.

Key Trigger Mechanism:

- * Product Rules with an Action to add products execute as soon as the user selects a Product on the Quote.

Steps to Verify:

- * Navigate to the Product Rule for the Conference Pass.
- * Ensure the Evaluation Event is set to fire On Initialization or Selection.

Salesforce CPQ Reference:

- * Product Rules are typically triggered based on user actions such as adding Products or configuring attributes.

NEW QUESTION # 90

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