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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> 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 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.

Salesforce Certified CPQ Administrator Sample Questions (Q107-Q112):

NEW QUESTION # 107

An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page. Which updates should the Admin make to meet this requirement

- A. Update Option Layout on the parent Product record to Wizard.
- **B. Update option layout on the parent Product record to Sections.**
- C. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- D. Create feature to the parent product and assign all Option to one of the created features.

Answer: B

Explanation:

Requirement:

* Users must view and select product options by scrolling on a single page.

Solution Details:

* Setting the Option Layout to Sections groups options into expandable/collapsible sections.

* This creates a scrollable view without navigating multiple pages.

Steps to Update:

* Go to the parent Product Record.

* Update the Option Layout field to Sections.

Validation: Test the configuration in the Quote Line Editor. Options should now appear grouped by sections.

NEW QUESTION # 108

Universal Containers is utilizing Lookup Price Rules to pull Daily Rate values from the Rental Rates object.

After activating the Price Rule, the admin notices the Daily Rate value remains blank, but the user is still able to save the quote.

Which aspect of the Price Rule should the admin review to identify the underlying issue?

- A. Confirm the Lookup Queries of the Price Rule are configured to pull only a single referenced value from the Lookup object.
- B. Confirm the Conditions of the Price Rule are configured accurately based on expected behavior,
- C. Confirm the Tested Field(s) referenced In the Lookup Queries of the Price Rule exist on the Lookup object.
- **D. Confirm the API Name selected in the SBQQ__LookupObject__c field on the Price Rule record Is Inputted accurately.**

Answer: D

Explanation:

Issue Context:

* Lookup Price Rules rely on the SBQQ__LookupObject__c field to reference the target object (e.g., Rental Rates).

* If this API name is inaccurate or incorrectly input, the rule will fail to retrieve the desired value.

Review Steps:

* Go to the Price Rule record.

* Check the SBQQ__LookupObject__c field. Confirm the API Name of the Rental Rates object is accurate.

* Example: Ensure the API name matches exactly (e.g., Rental_Rates__c).

Additional Checks:

* Verify the Lookup Queries. Ensure the filter conditions correctly target a valid record on the referenced object.

Salesforce Documentation Reference: This behavior follows Salesforce CPQ's guidelines on Lookup Price Rules configuration.

NEW QUESTION # 109

Universal Containers (UC) sells Product A for an initial, fixed price without the need for renewal behavior.

UC must be able to track an individual serial number on the Asset record for each Product A sold.

Which Product field value should the admin set up to handle this use case?

- A. Subscription Type: One-Time
- B. Subscription Price: List Price
- C. Asset Conversion: One Per Line
- **D. Asset Conversion: One Per Unit**

Answer: D

Explanation:

Requirement:

* Track individual serial numbers for each unit of Product A sold.

Solution Details:

* Asset Conversion Field determines how assets are created from Quote Lines.

* Setting Asset Conversion to One Per Unit creates one Asset record for each unit sold, allowing tracking of individual serial numbers.

Implementation:

* Navigate to the Product Record for Product A.

* Set Asset Conversion to One Per Unit.

Justification:

* This setup aligns with Salesforce CPQ's approach for granular tracking of Assets associated with product sales.

NEW QUESTION # 110

Universal Containers has a series of required PDF documents that need to be attached to the output document when generated.

These PDF files are already stored in Documents.

What should the admin do on the Quote Template to meet this requirement?

- A. Reference each PDF Document in Custom Template Content records.
- **B. Create a new Additional Document on the Quote Template for each PDF document.**
- C. Select the correct Documents Folder from the Documents field on the Quote Template.
- D. Create a new Template Section for each PDF document.

Answer: B

Explanation:

Requirement Overview:

* Universal Containers needs to attach required PDF documents stored in Salesforce Documents to the Quote output.

Solution:

* Use the Additional Document feature on the Quote Template to include PDF files in the generated output.

Steps to Configure:

* Navigate to the Quote Template.

* Create an Additional Document for each required PDF:

* Reference the document stored in Salesforce.

* Save the Quote Template.

Validation:

* Generate a Quote document and confirm that the Additional Documents are included as attachments.

NEW QUESTION # 111

An admin has implemented a new CPQ business requirement in a sandbox. They have created new products and used them to construct a bundle. The admin has also created a Product Rule that automatically selects Product Options when the user selects a specific Configuration Attribute.

In which sequence should the admin migrate the records related to the new CPQ functionality in order to maintain record relationships?

- **A. Products, options, attributes, rules**
- B. Products, attributes, rules, options
- C. Attributes, products, options, rules
- D. Products, attributes, options, rules

Answer: A

Explanation:

Requirement Overview:

* Migrate new CPQ functionality from a sandbox, ensuring that record relationships are preserved.

Migration Sequence:

* Products: Base level of the bundle.

* Options: Product Options depend on the Product.

* Attributes: Attributes are referenced by Product Options.

* Rules: Product Rules depend on Products, Options, and Attributes.

Steps to Migrate:

* Export and import Products first.

* Migrate Options, followed by Attributes, and finally Rules.

Validation:

* Test the migrated functionality to ensure all dependencies and relationships are intact.

NEW QUESTION # 112

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