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It is known to us that the knowledge workers have been playing an increasingly important role all over the world, since we have to admit the fact that the Sales-Admn-202 certification means a great deal to a lot of the people, especially these who want to change the present situation and get a better opportunity for development. If you also want to work your way up the ladder, preparing for the Sales-Admn-202 Exam will be the best and most suitable choice for you. If you are still hesitating whether you need to take the Sales-Admn-202 exam or not, you will lag behind other people.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"> Product Selection: This section of the exam measures skills of Salesforce Administrators and covers enabling product selection through tools like Search Filters, field sets, and Custom Actions. It ensures that users can easily find and configure products to match business needs.
Topic 3	<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 4	<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.

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Salesforce Certified CPQ Administrator Sample Questions (Q36-Q41):

NEW QUESTION # 36

Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

* Product A is configured to have a 36 Month Subscription Term (SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of \$36,000.

* Product B is configured to have a 1 Month Subscription Term (SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of \$2,000, Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied. What is the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

- A. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 18* Product B Net Total = \$36,000
- B. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 18* Product B Net Total = \$540,000
- C. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 1* Product B Net Total = \$360,000

Answer: A

Explanation:

Scenario:

* Product A has a 36-month Subscription Term with a List Price of \$36,000.

* Product B has a 1-month Subscription Term with a List Price of \$2,000.

* Quote Subscription Term is 18 months.

Calculation:

* Product A Prorate Multiplier = $18 / 36 = 0.5$.

* Net Total = $\$36,000 \times 15 \times 0.5 = \$270,000$.

* Product B Prorate Multiplier = $18 / 1 = 18$.

* Net Total = $\$2,000 \times 15 \times 18 = \$36,000$.

Why Other Options Are Incorrect:

* A: The Net Total for Product B is incorrectly inflated.

* C: The Prorate Multiplier for Product B should reflect the Quote Term-to-Subscription Term ratio, not default to 1.

Salesforce CPQ Reference:

* Prorated pricing and multiplier calculations are explained in Subscription Pricing Guidelines .

NEW QUESTION # 37

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in?

Choose 2 answers

- A. The users role should be placed at the top of the Role Hierarchy.
- B. The user that authorizes the calculation service is a non-human admin user.
- C. The user must have access to the CPQ quote and all related objects.
- D. The user that authorizes the calculation service has API Only enabled.

Answer: A,B

Explanation:

Considerations for Authorizing Calculation Service:

* The Calculation Service must be authorized by a user who has sufficient privileges and stable permissions.

Solution Steps:

* Option B: Use a non-human admin user (e.g., an integration user) to authorize the Calculation Service.

This ensures consistent access and avoids disruptions due to personnel changes.

* Option C: Place the user at the top of the Role Hierarchy to ensure full visibility and access across relevant objects.

Salesforce CPQ Reference:

* Proper user configuration for the Calculation Service is outlined in the CPQ Authorization Guidelines .

NEW QUESTION # 38

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 with: Object = Quote Line Field = SBQQ__Discount__c Operator = Greater Than Filter Type = Value Filter Value = 0
- B. A Price Condition with: Object - Quote Line Field - SBQQ__ProductOption__c Operator - Not Equals Filter Type - Value Filter Value - (Null)
- C. A Price Condition Tested Formula of SBQQ. RequiredBy 1.SBQQ. Bundled = TRUE
- D. 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

Answer: A,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 # 39

An admin is working on a Primary Quote attached to an Opportunity. The Price Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, and error messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 answers

- A. Only Products with an Effective Quantity greater than or less than zero sync to the Opportunity-
- B. Some Products are missing Price Book Entries.
- C. Q Validation Rules on the Opportunity Product object silently fail.
- D. Only Products with a price greater than zero sync to the Opportunity,
- E. Exclude from Opportunity is checked on the Product record.

Answer: A,C,D

Explanation:

Issue Analysis:

* Products not syncing to Opportunity Products is usually caused by specific CPQ conditions or rules.

Reasons for Failure:

* B: Products with an Effective Quantity of zero are excluded from syncing.

* C: Validation Rules on the Opportunity Product object may silently block the sync process if they are not met.

* D: Products with a price of zero do not sync by default.

Why Other Options Are Incorrect:

* A: Missing Price Book Entries prevent quoting entirely, not syncing issues.

* E: The Exclude from Opportunity checkbox applies to the Product Option, not the syncing process.

Salesforce CPQ Reference:

* CPQ guidelines for syncing Quote Lines to Opportunity Products .

NEW QUESTION # 40

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date.

Which date will CPQ use to calculate the prorate multiplier?

- A. The earliest date
- B. The Quote Line date
- C. The latest date
- D. The Quote date

Answer: B

Explanation:

Requirement:

* Calculate the prorate multiplier when a subscription product's End Date differs from the Quote's End Date.

Solution:

* CPQ uses the Quote Line date (specific to the subscription product) to calculate the prorate multiplier.

This ensures alignment with the subscription term.

Why Other Options Are Incorrect:

* A & D: Earliest or latest dates do not determine prorate multipliers.

* B: The Quote date applies to the Quote as a whole, not individual subscription products.

Salesforce CPQ Reference:

* Prorate multiplier calculations are outlined in Subscription Management Guidelines .

The order of precedence for evaluating subscription dates is as follows (1) Quote Line, (2) Quote Line Group, and (3) Quote

<https://help.salesforce.com/s/articleView?id=000383503&type=1>

NEW QUESTION # 41

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However, it's not always the same. Cramming is not what shall stay in your mind forever. You can forget the lines anytime making you blank while you are trying to solve your Sales-Admin-202 Exam Questions. So, don't cram even if it takes you a little more time to clear your doubts and get the concept clear. Cramming is not going to stay with you forever.

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