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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 | • 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 | • 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. |
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| Topic 4 | • 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. |
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| Topic 5 | • 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. |
| Topic 6 | • 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. |

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# Salesforce Certified CPQ Administrator Sample Questions (Q54-Q59):

**NEW QUESTION # 54**
Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold Sales reps should be unable to remove Product A.
Which field should be set for the Product Option A?

- A. Quantity Editable
- B. Selected
- C. Required
- D. Bundled

**Answer: C**

Explanation:
* Understanding the Requirement:
* Universal Containers needs Product Option A to be automatically included with Product B during the configuration.
* Sales reps should not be able to remove Product Option A.
* Salesforce CPQ Mechanism:
* The Required field on a Product Option ensures that it is mandatory within a bundle and cannot be deselected by the user during configuration.
* Field Behavior:
* When the Required checkbox is selected for a Product Option:
* The option is always included in the bundle configuration.
* Users cannot remove or modify it unless additional automation (like a product rule) overrides this setting.
* Configuration Steps:
* Navigate to the Product Option A record associated with Product B in Salesforce CPQ.
* Select the Required checkbox and save the changes.
* Ensure that no conflicting product or price rules exist that could affect this behavior.
* Field Alternatives and Clarifications:
* Bundled: Sets the option as a part of the bundle, but this primarily affects pricing (sets price to zero) and doesn't enforce inclusion.
* Quantity Editable: Allows control over whether users can adjust the quantity but does not prevent removal.
* Selected: Preselects the option during configuration but still allows users to deselect it.
* Verification and Testing:
* Create a test configuration with Product B as the parent and verify that Product A is always included in the bundle.
* Attempt to remove Product A to confirm that it is not possible.

References:
Verified from Salesforce CPQ official guidelines on "Required" field functionality for Product Options.

## NEW QUESTION # 55

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.
How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product's Product Code as the only null Product Code of any Product.
- B. Set the Product Code as the first alphabetically of any Product's Product Code.
- C. Set the Sort Order as the lowest numerical value of any Product's Sort Order.
- D. Set the Product's Sort Order as the only null Sort Order of any Product.

**Answer: C**

Explanation:
Requirement Overview:
* Universal Containers wants the Shipping Plus product to appear at the top of the Product Selection list.
Key Configuration:
* The Sort Order field determines the sequence of Products in Product Selection.
* Products with lower numerical Sort Order values appear at the top.
Steps to Configure:
* Navigate to the Product Record for Shipping Plus.
* Set the Sort Order field to the lowest available value (e.g., 1).
* Save and test the configuration in the Product Selection screen.
Validation:
* Ensure that Shipping Plus appears at the top of the Product Selection list.

## NEW QUESTION # 56

Universal Containers has Products that should only be selected as part of a bundle How should the admin configure CPQ so users are unable to add this Product outside of a bundle?

- A. Ensure that the Component checkbox on the Product is set to TRUE.
- B. Create a Product Rule with a Remove action when the Product i* sold a la carte.
- C. Ensure that the Configuration Event field on the Product is set to Always.
- D. Remove the Product's Pnce Book Entry, then set Unit Price on the Product Option record.

**Answer: A**

Explanation:
Requirement:
* Certain products should only be available as part of a bundle, not sold separately.
Solution:
* Setting the Component checkbox to TRUE on the Product ensures it is only available as a component within a bundle.
Why Other Options are Incorrect:
* A: Removing Price Book Entries restricts pricing but does not limit availability.
* B: Configuration Event field is unrelated to this functionality.
* D: Product Rules are not required for this basic configuration.
Salesforce CPQ Reference:
* The Component checkbox functionality is documented under Product Configuration in CPQ .

## NEW QUESTION # 57

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.
How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.
- B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- C. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- D. Create a custom Page Layout and add the custom Contract Name field to the layout.

**Answer: C**

Explanation:
Requirement Overview:
* Ensure that the Contract Name field is visible to users when initiating an Amendment.
Key Configuration:
* The Active Contract Lookup Field Set on the Contract object determines which fields appear when selecting a Contract for an Amendment.
Steps to Configure:
* Navigate to the Field Set named Active Contract Lookup on the Contract Object.
* Add the custom Contract Name field to the Field Set.
Validation:
* Test the Amendment process to confirm that the Contract Name field is visible.

**NEW QUESTION # 58**
Product A has the 'One per Unit" option selected within the Asset Conversion pteklist. Users era reporting that when they modify the quantity for Product A on on amendment Quote, the following error displays:
"Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update." What should the CPQ specialist do to ensure sales raps can edit the quantity of asset-based products within an amendment Quote?

- A. Set the Asset Amendment Behavior field value to "Allow Refund".
- B. Conversion field value to "None".
- C. Set the Asset Conversion field value to "One per Quote".
- D. Set the Asset Amendment Behavior field value to "Default

**Answer: A**

Explanation:
Comprehensive Detailed Step-by-Step Explanation with all Salesforce CPQ References
* Understanding the Issue:
* The error message, "Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update," occurs because the default behavior prevents a decrease in asset quantities unless explicitly allowed.
* Asset Conversion for Product A is set to "One per Unit," requiring each unit to be treated as a separate asset.
* Key Salesforce CPQ Setting:
* Asset Amendment Behavior:
* This field on the Product determines how CPQ handles amendments for asset-based products.
* Setting it to "Allow Refund" enables sales reps to reduce the quantity of assets during amendment quotes without generating errors.
* Configuration Steps:
* Navigate to the Product Record for Product A in Salesforce CPQ.
* Locate the Asset Amendment Behavior field.
* Change its value to Allow Refund.
* Save the changes.
* Impact of the Change:
* Sales reps can now amend the quantity of Product A on amendment quotes.
* The system will process the reduction in quantity without triggering an error, as the refund behavior is explicitly enabled.
* Verification:
* Create an amendment quote for a contract involving Product A.
* Adjust the quantity of Product A and confirm that the amendment processes successfully without errors.
References:
This approach is in line with Salesforce CPQ guidelines on managing amendments for asset-based products.

**NEW QUESTION # 59**
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