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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"> 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"> 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 5	<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 6	<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.
Topic 7	<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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The most important part of Salesforce Sales-Admn-202 exam preparation is practice, and the right practice is often the difference between success and failure. TopExamCollection also makes your preparation easier with practice test software to help you get hands-on exam experience before the actual Salesforce Certified CPQ Administrator (Sales-Admn-202) exam. After consistent practice, the final exam will not be too difficult for a student who has already practiced from real Salesforce Sales-Admn-202 exam questions.

Salesforce Certified CPQ Administrator Sample Questions (Q132-Q137):

NEW QUESTION # 132

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 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
- D. A Price Condition Tested Formula of SBQQ. RequiredBy 1.SBQQ. Bundled = TRUE

Answer: A,C

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 # 133

Universal Containers wants to have quantity requirements for certain Product options in a bundle. The Product Option's quantity must be multiplied by the quantity of the bundle product. How should the Admin set this up in the bundle to meet the requirement?

- A. Select the Quantity Editable checkbox on the Product Option.
- B. Select the Multiplier checkbox on the Bundle.
- **C. Select Component as the Type field on the Product Option.**
- D. Select the Bundled checkbox on the Product Option.

Answer: C

Explanation:

Requirement Overview: Universal Containers needs the quantity of product options in a bundle to automatically scale based on the quantity of the parent bundle product.

Salesforce CPQ Mechanism:

- * The Type field on the Product Option allows for specific configuration behaviors.
- * When the Type is set to Component, Salesforce CPQ automatically multiplies the option's quantity by the bundle product's quantity. This ensures that the dependent options align with the parent bundle quantity.

Implementation Steps:

- * Navigate to the Product Option record associated with the bundle.
 - * Set the Type field to Component.
 - * Ensure that other configuration settings, such as quantity constraints, align with the desired outcome.
 - * Test the functionality by adding the bundle to a quote and adjusting the quantity. The option quantities should scale proportionally.
- Relevant Salesforce CPQ Documentation: This behavior is a standard feature in Salesforce CPQ and is documented under Product Bundles and Options Configuration.

NEW QUESTION # 134

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A. Renewal Quote Line values are automatically mapped from original Quote Lines.
- B. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- **C. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.**
- D. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

Answer: C

Explanation:

Requirement:

- * Ensure that custom field data from original Quote Lines flows into Renewal Quote Lines.

Solution:

- * Use twin fields on the Asset and Subscription objects to store and transfer data. Twin fields are automatically mapped during renewal processes, ensuring data flows seamlessly.

Why Other Options Are Incorrect:

- * A: A formula field cannot persist data on Renewal Quotes.

- * B: Automatic mapping does not apply to custom fields without twin fields.
 - * C: A Price Rule is unnecessary when twin fields handle this data flow.
- Salesforce CPQ Reference:
- * Twin fields and their functionality are described in CPQ Subscription Management .

NEW QUESTION # 135

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle. How should the Admin meet this requirement?

- A. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the System field to True.
- B. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Selected field to True.
- C. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD. Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR. On both Product Option records, set the Required field to True.
- **D. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Bundled field to True.**

Answer: D

Explanation:

* Requirement Overview:

* A product priced at 100 USD and 95 EUR needs to be included as part of a bundle.

* Solution:

* Bundled Products: Setting the Bundled field to True ensures the product is included in the bundle's total price.

* Configure the Price Book Entries with the required prices for the respective currencies.

* Steps to Configure:

* Navigate to the Product in the 2019 Price Book.

* Set 100 USD and 95 EUR as the Price Book Entries.

* On the Product Option, mark the Bundled field as True.

* Validation:

* Test the bundle by adding it to a Quote and verifying the correct pricing behavior.

NEW QUESTION # 136

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

Answer: A

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 # 137

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