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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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	• 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.

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Salesforce Certified CPQ Administrator Sample Questions (Q81-Q86):

NEW QUESTION # 81
When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A.
Which settings should be used on the Price Rule to meet these requirements?

- A. Evaluation Scope = CalculatorCalculator Evaluation Event = Edit
- B. Evaluation Scope = CalculatorCalculator Evaluation Event = Save
- C. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Edit
- D. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Save

Answer: A

NEW QUESTION # 82
Universal Containers (UC) sells its Support SKU both as a stand-alone product and a product option within a bundle. When sold as a stand-alone product, the expected List Unit Price is $1,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to $800.
What should the admin do to meet the requirement?

- A. Enter 800 into the SBQQ_UnitPrice__c field on the product option to define a bundle specific price for the Support SKU.
- B. Create a price rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.
- C. Enter 20 into the SBQQ_Discount__c field on the product option to reduce the price from $1,000 to $800.
- D. Create a product rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.

Answer: A

NEW QUESTION # 83
Universal Container (UC) has a required Configuration Attribute for color on all containers it sells. UC wants to display the Color of the containers in the output document.
On which objects will the Admin need to create the Color field to meet this requirement?

- A. Quote Line, Asset.
- B. Product Option, Quote Line.
- C. Product, Quote Line.
- D. Product, Product Option.

Answer: B

Explanation:
Requirement:
* The Color of containers (a Configuration Attribute) must be displayed in the output document.
Solution:
* Create a Color field:
* On Product Option: Captures the color selection during configuration.
* On Quote Line: Ensures the selected color is carried forward to the quote document.
Why Other Options are Incorrect:
* B, D: These options do not account for both configuration and quote visibility requirements.
* C: The Product object alone cannot store configuration-specific selections like color.
Salesforce CPQ Reference:
* Configuration Attributes and their linkage to Quote Lines are documented in CPQ guidelines .

NEW QUESTION # 84
Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.
A single quote can contain products for consumption anywhere in the country.
A custom object has been created to maintain a Price Multiplier per product per geographic area. The quote document should display the List Price of the appropriate geographic area.
How should the CPQ specialist complete the configuration?

- A. Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.
- B. Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.
- C. Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the multiplier and apply it to the custom List Unit Price field on the Quote Line.
- D. Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.

Answer: C

Explanation:
Requirement Overview:
* Adjust the List Price dynamically based on the geographic area using a custom Price Multiplier stored in a custom object.
Solution Details:
* Custom List Unit Price Field: Store the adjusted List Price for the specific geographic area.
* Lookup Price Rule: Retrieve the multiplier from the custom object and calculate the adjusted List Price.
Steps to Configure:
* Create a Custom Field (e.g., Custom List Unit Price) on the Quote Line.
* Create a Lookup Price Rule to:
* Retrieve the Price Multiplier from the custom object.
* Calculate and populate the custom List Unit Price field.
Validation:
* Generate a Quote and confirm the List Price reflects the appropriate multiplier for the geographic area.

NEW QUESTION # 85
Universal containers wants to give a 25% discount on a specific product option purchased in the Big Box bundle.
In which two ways could the admin configure CPQ to automatically apply this discount?
Choose 2 answers

- A. Set Discount by package to TRUE on the Product Option for the bundle.
- B. Set the option discount ((%field on the product feature for the bundle.
  D, Set the option Discount (%) field on the product option for the bundle.
- C. Create a price Rule that applies the 25% discount when the product is added as part of the bundle.

Answer: A,C

NEW QUESTION # 86

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