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Salesforce First-grade Sales-Admn-202 - Valid Salesforce Certified CPQ Administrator Test Objectives

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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details

Topic 1	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 2	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 3	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 4	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 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.

Salesforce Certified CPQ Administrator Sample Questions (Q68-Q73):

NEW QUESTION # 68

The admin at Universal Containers has created a Configuration Attribute in a bundle that allows the end user to choose a picklist field value. A Price Rule has been created in the calculator that will set a discount based on the chosen picklist field value. This discount should be applied on the bundle Product and its Options.

- A. Ensure that the Configuration Attribute's Feature field is set to Null.
- B. Ensure that the Default Object field is set to Quote Line.
- C. Ensure that Apply Immediately has been set to TRUE.
- D. Ensure that Apply to Product Options has been set to TRUE.

Answer: D

NEW QUESTION # 69

What is the correct order of data import to load Quote Template in CPQ?

- A. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- B. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions
- C. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions
- D. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

Answer: C

Explanation:

Data Import Order for Quote Templates:

* Salesforce CPQ requires Quote Template data to be imported in a structured order to ensure that relationships between objects are correctly established.

* Quote Template: Base structure for the quote document.

* Template Sections: Define sections of the quote.

* Line Columns: Specify how data appears in tables within the quote.

* Template Content: Includes HTML and text for the quote layout.

* Quote Terms: Define legal or contractual terms.

* Term Conditions: Conditions related to the terms.

Salesforce CPQ Reference:

* Best practices for Quote Template imports align with Salesforce CPQ implementation guides for maintaining dependencies .

NEW QUESTION # 70

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

- A. Expiration Date
- B. Discount
- C. Product
- D. Effective Date
- E. Contract

Answer: A,B,C

Explanation:

Requirement:

* Clients can negotiate a discount for Product A until a specified date before contract activation.

Relevant Fields on the Contracted Price Record:

* Product: Identifies Product A as the subject of the negotiated price.

* Expiration Date: Specifies the end of the discount eligibility period.

* Discount: Sets the agreed discount percentage for the negotiated price.

Salesforce CPQ Reference:

* Contracted Price Record management is key to implementing client-specific pricing strategies .

NEW QUESTION # 71

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirements?

- A. Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- B. A Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.
- C. Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ__QuotePricebookId__c on the Opportunity.
- D. Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.

Answer: B

Explanation:

Requirement:

* Provide 80 products for general access while restricting access to 20 special products for a specific user group.

Solution:

* Two Price Books:

* General Access Price Book: Includes only the 80 products available to all users.

* Special Access Price Book: Includes all 100 products for users with elevated access.

* Guided Selling: Dynamically assigns the appropriate Price Book based on user access level, ensuring visibility is controlled.

Salesforce CPQ Reference:

* The Price Book strategy with Guided Selling is detailed in the Product and Price Configuration guidelines .

NEW QUESTION # 72

When using Advanced Approvals, what must an admin do to grant a user the ability to approve any approval request regardless of who it is assigned to?

- A. Grant the user a permission set with CRED on the Approval object.
- B. Grant the user the Modify all Data permission.

- C. Assign the user the Advanced Approvals Admin permission set.
- D. Add the user to the Delegated Approver field for each Approver.

Answer: B

Explanation:

Requirement Overview:

* A user must have the ability to approve any approval request, regardless of who the request is assigned to.

Solution:

* Granting the Modify All Data permission provides administrative privileges across all Salesforce objects, including the ability to approve any approval request in Advanced Approvals.

Steps to Configure:

* Navigate to the user's Profile or Permission Set.

* Add the Modify All Data permission.

* Save and test the user's ability to approve any request.

Validation:

* Confirm the user can approve approval requests without assignment restrictions.

NEW QUESTION # 73

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