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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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	• 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.

Salesforce Certified CPQ Administrator Sample Questions (Q178-Q183):

NEW QUESTION # 178
An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page.
Which updates should the Admin male to meet this requirement

- A. Update option layout on the parent Product record to Sections.
- B. Update Option Layout on the parent Product record to Wizard.
- C. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- D. Create feature to the parent product and assign all Option to one of the created features.

Answer: A

Explanation:
Requirement:
* Users must view and select product options by scrolling on a single page.
Solution Details:
* Setting the Option Layout to Sections groups options into expandable/collapsible sections.
* This creates a scrollable view without navigating multiple pages.
Steps to Update:
* Go to the parent Product Record.
* Update the Option Layout field to Sections.
Validation:Test the configuration in the Quote Line Editor. Options should now appear grouped by sections.

NEW QUESTION # 179
Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.
Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- B. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- C. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- D. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.

Answer: A

Explanation:
Dynamic Features:
* A Dynamic Feature allows administrators to automatically update or populate Product Options for a bundle based on defined rules and conditions.
Filter Product Rules:
* Applying a Filter Product Rule ensures that only relevant or newly available products appear as options for the bundle. This reduces manual maintenance while keeping the bundle dynamic.
Salesforce CPQ Reference:
* Dynamic Features and Filter Product Rules are part of advanced bundling techniques documented under Product Configuration .

NEW QUESTION # 180
An admin is setting up multiple Option Constraints. When configuration the bundle. a user should be unable to select Product B unless the user has also selected Product A.
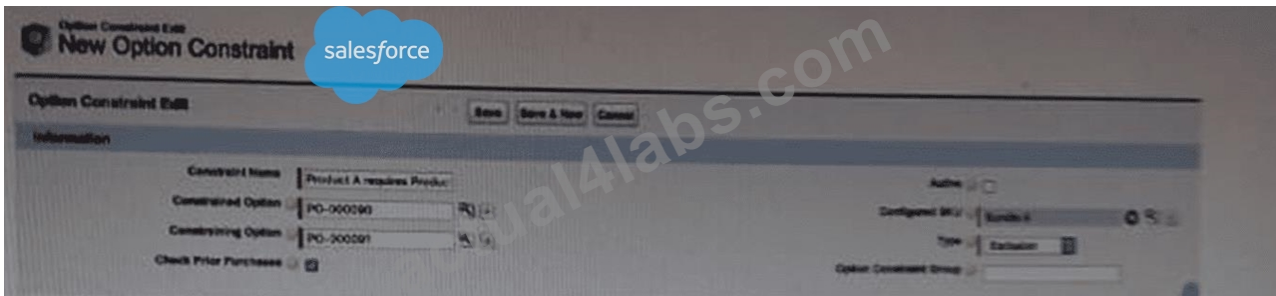
What are two steps the Admin must take to set up the Option Constraint?
Choose 2 answers

- A. type should be dependency.
- B. Check Prior purchases should be set to False.
- C. The Active checkbox should be set to True.
- D. Option Constrain Group should be populated.

Answer: A,C

Explanation:
Requirement Overview:
* Prevent the user from selecting Product B unless Product A is also selected in the bundle.
Key Configurations:
* Type = Dependency: Ensures that one Product is dependent on the selection of another.
* Active = True: Activates the Option Constraint for use in the configurator.
Steps to Configure:
* Navigate to the Option Constraint record.
* Set the Type to Dependency.
* Mark the Active checkbox as True.
* Define Constrained Option (Product B) and Constraining Option (Product A).
Validation:
* Add the bundle to a Quote and confirm that selecting Product B is only possible when Product A is also selected.

NEW QUESTION # 181
Users at Universal Containers have reported when amending a contract, the net pricing of some products is incorrect. The Admin has done a preliminary investigation and found that the issue only happens on existing products when their quantity is adjusted. What is the likely cause?

- A. The Products have a Discount Schedule and Cross Order is not selected.
- B. A Price Rule is firing On Calculate and changing the Effective Quantity.
- C. A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- D. The Revised Quantity has been set on the Subscription record.

Answer: A

Explanation:

* Background Context:When amending a contract in Salesforce CPQ, issues with net pricing arise if the amendment impacts existing subscription products. Subscription products often rely on Discount Schedules for calculating discounts, especially when quantity changes. The "Cross Order" field on Discount Schedules ensures discounts account for cumulative quantities across multiple orders or contracts.
* Problem Analysis:
* The reported issue involves incorrect net pricing specifically when the quantity of existing products is adjusted during contract amendments.
* This aligns with the functionality of Discount Schedules, where the total quantity determines the discount applied. Without "Cross Order" enabled, Salesforce CPQ considers only the current order's quantities rather than aggregating across orders.
* Root Cause Identification:
* Discount Schedule and Cross Order:If the Discount Schedule associated with these products does not have "Cross Order" enabled, any amendments won't consider cumulative quantities. Instead, the system recalculates based on only the new or adjusted quantities, leading to incorrect net pricing.
* Supporting Evidence:
* Salesforce documentation highlights that Cross Order must be selected in the Discount Schedule for accurate discount calculations across multiple orders or contracts. Otherwise, amendments operate in isolation.
* The feature ensures that ongoing contracts retain accurate pricing based on total historical quantities.
* Recommended Resolution:
* Navigate to the Discount Schedule associated with the affected products.
* Verify and enable the Cross Order checkbox:
* Go to Setup > Discount Schedules.
* Locate the relevant Discount Schedule.
* Edit the schedule and enable Cross Order.
* Test the functionality by amending the contract and verifying the net pricing calculations.
* Preventative Actions:
* For all subscription-based products relying on Discount Schedules, ensure Cross Order is enabled during initial configuration.
* Provide training to Salesforce CPQ admins to understand the implications of Discount Schedule settings on pricing.
By following these steps and verifying the Discount Schedule configuration, the issue can be resolved, ensuring consistent and accurate net pricing during contract amendments.

NEW QUESTION # 182
Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.
How should the admin set the Cost for this Product?

- A. Use a Price Rule to set the Cost field on the Quote Line.
- B. Add a Cost Discount Schedule to the Products Discount Schedule related list.
- C. Add the Cost to the Product's Price Book Entry Cost field.