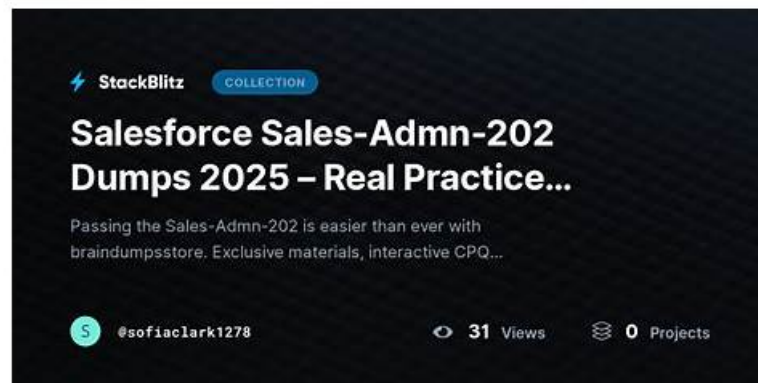


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Salesforce Sales-Admn-202 Exam Syllabus Topics:

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	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 3	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 4	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	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	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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After taking a bird's eye view of applicants' issues, PremiumVCEDump has decided to provide them with the real Sales-Admn-202 Questions. These Sales-Admn-202 dumps pdf is according to the new and updated syllabus so they can prepare for Sales-Admn-202 certification anywhere, anytime, with ease. A team of professionals has made the product of PremiumVCEDump after much hard work with their complete potential so the candidates can prepare for Salesforce Certified CPQ Administrator (Sales-Admn-202) practice test in a short time.

Salesforce Certified CPQ Administrator Sample Questions (Q211-Q216):

NEW QUESTION # 211

Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family.

How should the admin meet the requirement in the most efficient manner?

- A. Create a single Template Section, and use the Group Field functionality to ensure appropriate grouping by Product Family.
- B. Create a single Template Section, and use the LineSortField special field to ensure appropriate grouping by Product Family.
- C. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Conditional Print field.
- D. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field.

Answer: A

Explanation:

* Requirement:

* Separate products into different Line Item tables by Product Family when rendering a document.

* Solution:

* The Group Field functionality within a single Template Section can group Line Items by Product Family dynamically, avoiding the need for multiple Template Sections.

* Why Other Options Are Incorrect:

* B & D: Creating multiple Template Sections for each Product Family introduces redundancy and is less efficient.

* C: LineSortField sorts products but does not create separate tables.

* Salesforce CPQ Reference:

* Group Field functionality is explained in the Quote Templates and Template Sections guidelines .

NEW QUESTION # 212

An admin wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule and be listed in a Line Item Column in the output document.

On which objects will the admin need to create the Configuration Attribute X custom field to meet this requirement?

- A. Configuration Attribute and Product Option
- B. Product Option and Quote
- C. Configuration Attribute and Quote
- D. Product Option and Quote Line

Answer: D

Explanation:

Requirement Overview:

* Display Configuration Attribute X on the configuration page of a bundle and in a Line Item Column on the output document.

Solution Details:

* Product Option: Add the Configuration Attribute X custom field to ensure it appears during the configuration process.

* Quote Line: Add the same custom field to enable its display as a Line Item Column in the Quote output.

Steps to Configure:

* Create a custom field named Configuration Attribute X on the Product Option and Quote Line objects.

* Add the field to the relevant field sets and templates for visibility in both the configurator and the output document.

NEW QUESTION # 213

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- A. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected. One Price Action to inject the value 50 into the Unit Price field.
- B. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10. One Price Action to inject the value 10 into the Quantity field. One Price Action to inject the value 50 into the Unit Price field.
- C. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected. One Price Action to inject the value 10 into the Quantity field. One Price Action to inject the value 50 into the Unit Price field.
- D. One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A". One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10. One Price Action to inject the value 50 into Unit Price field.

Answer: D

Explanation:

* Requirement:

* Implement a price change for Product A when its quantity exceeds 10.

* Solution:

* Price Conditions:

* Verify that the product is Product A.

* Check that the quantity of Product A exceeds 10 using a Summary Variable.

* Price Action:

* Inject the value \$50 into the Unit Price field for Product A.

* Why Other Options Are Incorrect:

* B, C, D: These options involve unnecessary actions, such as injecting values into the Quantity field, which is unrelated to the requirement.

* Salesforce CPQ Reference:

* Configuring Price Rules with Conditions and Actions for specific scenarios .

NEW QUESTION # 214

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activates the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.

What should the user see on the renewal Quote?

- A. The renewal Quote start date will be the Contract end date plus one day.
- B. All Quote Line items will be pulled through from the original Quote.
- C. Additional discounts from the original Quote will automatically populate on the renewal.
- D. Optional products from the original Quote will pull into the renewal.

Answer: C

Explanation:

* Scenario:

* Renewal Pricing Method is set to List, and the Quote contains standalone fixed-price subscription and non-subscription products.

* Behavior:

* Discounts from the original Quote are carried forward to the renewal Quote automatically as part of the renewal process, ensuring consistency in pricing.

* Salesforce CPQ Reference:

* Renewal Quote generation processes consider discounting rules as part of the Renewal Pricing Method .

NEW QUESTION # 215

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

Answer: D

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 # 216

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