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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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	<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 3	<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 4	<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 5	<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.
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Salesforce Certified CPQ Administrator Sample Questions (Q102-Q107):

NEW QUESTION # 102

Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product search screen.

How can the admin configure the Product to meet this requirement?

- A. Set the Configuration Type field to Allowed.
- B. Set the Asset Conversion field to One per unit.
- C. Select the Hidden checkbox on the Product.
- **D. Select the Component checkbox on the Product.**

Answer: D

Explanation:

Requirement Overview:

* Universal Containers sells a Product exclusively as part of a bundle and does not want it to appear in the Product Selection screen.

Solution:

* The Component checkbox ensures the Product is only available as part of a bundle and is hidden from the general Product Selection screen.

Steps to Configure:

* Navigate to the Product Record for the item.

* Select the Component checkbox.

* Save the changes.

Validation:

* Confirm that the Product is not visible on the Product Selection screen but is available within its assigned bundles.

NEW QUESTION # 103

Admins at Universal Containers (UC) created an automation that selects the Renewal Forecast and Renewal Quoted checkboxes when a Contract is activated. However, UC has found that amendments to the contract fail to update the Renewal Opportunity.

What is the explanation for this result?

- A. The Opportunity Products generated by Renewal Forecast are impeding data flow from the amendment to the renewal.
- B. Contracts must be deactivated before amendments will update the Opportunity.
- **C. The Quote generated by Renewal Quoted is impeding data flow from the amendment to the Renewal.**
- D. Renewal Quoted must be selected after Renewal Forecast has been selected.

Answer: C

NEW QUESTION # 104

Universal Containers has three different range discount schedules. All three have a reference to Product A through the objects shown below. Product A is an option in a bundle and has a list price of \$100.

Discount Schedule Name	Tiers				Object Reference
	Name	Lower	Upper	Amt	
Bronze Hardware Maintenance Discount	1-10	1	11	5%	Product Option
	11-20	11	20	10%	
	21+	21	-	20%	
Silver Hardware Maintenance Discount	1-10	1	11	8%	Product
	11-20	11	21	12%	
	21+	21	-	15%	
Gold Hardware Maintenance Discount	1-10	1	11	10%	Contracted Price
	11-20	11	21	15%	
	21+	21	-	25%	

Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

- A. \$1,320.00
- B. \$1,275.00
- C. \$1,350.00
- D. \$1,125.00

Answer: B

Explanation:

Scenario Breakdown:

- * Product A has a base list price of \$100.
- * A quantity of 15 is entered on the quote.
- * Gold Hardware Maintenance Discount applies because contracted pricing is enabled.
- * Discount for the quantity range (11-20) is 15% (as shown in the table).

Net Price Calculation:

- * List Price = \$100
- * Discount = 15%
- * Quantity = 15
- * Net Total Price = $\$100 \times 15 \times (1 - 0.15) = \$1,275$.

Justification for Selected Discount: According to Salesforce CPQ guidelines, when contracted pricing applies, it takes precedence over other Discount Schedules. The Gold Discount Schedule is therefore applied.

Testing and Validation: Test the configuration using a sample quote to ensure the correct schedule is applied and the net total price matches the expected value.

NEW QUESTION # 105

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Steps? Choose 2 answers

- A. Any group member may approve.
- B. Smart Approvals can exclude group members below the approval threshold.
- C. Approval must be obtained from one group member at a time.
- D. All group members must approve.

Answer: A,D

Explanation:

Approval Scenarios in Advanced Approvals: Salesforce CPQ Advanced Approvals allows flexible approval processes, including the

ability to handle group approvals within a single step.

Key Features:

* Any group member may approve: If this option is configured, approval from one group member is sufficient to move the approval step forward.

* All group members must approve: When this option is selected, every group member must approve the request before the step can proceed.

Configuration Steps:

* Navigate to the Approval Rule and ensure that the Approval Chain or Approval Step is configured to support group-based logic.

* Specify the behavior for the group in the Approval Step Settings.

Use Cases:

* Use "Any group member may approve" for time-sensitive scenarios.

* Use "All group members must approve" for critical approvals that require consensus.

NEW QUESTION # 106

If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.
- **B. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.**
- C. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- D. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.

Answer: B

Explanation:

Requirement:

* Ensure approval requests are routed to a substitute manager during the original manager's absence.

Solution:

* The Delegated Approver lookup field on the Approver record allows the admin to specify a temporary approver.

* Setting the Delegation End field ensures the delegation automatically ends upon the original manager's return.

Why Other Options Are Incorrect:

* A: Using the Next Approver field for temporary delegation is not the intended functionality.

* B: Creating an Approval Rule with start and end dates is overly complex and unnecessary.

* D: Replacing the original Approver record risks permanent changes and is not recommended for temporary delegation.

Salesforce CPQ Reference:

* Delegated Approval Settings are documented under Advanced Approvals Configuration Guidelines .

NEW QUESTION # 107

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