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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 5	<ul style="list-style-type: none"> 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 6	<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 latest test questions & Sales-Admn-202 reliable braindumps & Salesforce Certified CPQ Administrator free practice dumps

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Salesforce Certified CPQ Administrator Sample Questions (Q78-Q83):

NEW QUESTION # 78

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. Which settings should be used on the Price Rule and product option to meet these requirements?

- A. Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- B. Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- C. Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option A is set to Apply Immediately
- D. Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option A is set to Apply Immediately

Answer: A

Explanation:

To update Product Option B's quantity in real time when Product Option A is selected, a Price Rule must trigger dynamically in the configurator. Option A sets the Evaluation Scope to "Configurator" (for real-time updates during configuration), the Configurator Evaluation Event to "Edit" (triggering when edits occur), and

"Apply Immediately" on Product Option B (ensuring its quantity updates instantly). Option B (Calculator scope) applies during price calculation, not real-time configuration. Option C targets Product Option A's immediacy, but the rule must affect B's quantity. Option D combines Calculator scope with A's immediacy, missing the real-time configurator need. Salesforce CPQ documentation supports Configurator scope for real-time updates.

References: Salesforce CPQ Documentation - "Price Rules" and "Configurator Events".

NEW QUESTION # 79

Universal Containers (UC) uses USD, GBP, and EUR and has Multi-Currency enabled.

UC products have two sets of USD prices: one for American customers and one for Asia Pacific customers.

UC products have one set of EUR and GBP prices for European customers.

What is the most effective way to set up DCs Price Books?

- A. Create three Price Books, one for each region (America, Asia Pacific, Europe).
- B. USD, Europe - EUR, Europe - GBP). Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia
- **C. Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific - EUR, Europe - GBP, Europe - GBP)**
- D. Create three Price Books, one for each currency (USD, EUR, GBP),

Answer: C

Explanation:

Requirement Overview:

* Universal Containers uses multiple currencies (USD, EUR, GBP) and requires specific pricing based on regions (America, Asia Pacific, Europe).

Solution Details:

- * Create four Price Books, where each Price Book covers a unique combination of region and currency.
- * America - USD: Prices for American customers.
- * Asia Pacific - USD: Prices for Asia Pacific customers.
- * Europe - EUR: Prices for European customers using EUR.
- * Europe - GBP: Prices for European customers using GBP.

Steps to Configure:

- * Navigate to Setup > Price Books and create a new Price Book for each combination.
- * Assign relevant Price Book Entries for the products in each Price Book.
- * Use sharing rules to restrict access to the appropriate Price Books for users in each region.

Validation:

- * Ensure users can access and use the correct Price Book based on their region and currency.

NEW QUESTION # 80

An admin has implemented a new CPQ business requirement In a sandbox. They have created new products and used them to construct a bundle. The admin has also created a Product Rule that automatically selects Product Options when the user selects a specific Configuration Attribute.

In which sequence should the admin migrate the records related to the new CPQ functionality In order to maintain record relationships?

- A. Products, attributes, options, rules
- **B. Products, options, attributes, rules**
- C. Products, attributes, rules, options
- D. Attributes, products, options, rules

Answer: B

Explanation:

Requirement Overview:

* Migrate new CPQ functionality from a sandbox, ensuring that record relationships are preserved.

Migration Sequence:

- * Products: Base level of the bundle.
- * Options: Product Options depend on the Product.
- * Attributes: Attributes are referenced by Product Options.
- * Rules: Product Rules depend on Products, Options, and Attributes.

Steps to Migrate:

- * Export and import Products first.
- * Migrate Options, followed by Attributes, and finally Rules.

Validation:

- * Test the migrated functionality to ensure all dependencies and relationships are intact.

NEW QUESTION # 81

Subscription Product A has a Subscription Term of 6, a List Price of \$100, and a Ranged Discount Schedule.

A user has added this Product to a Quote with a Term of 12.

What is the Regular Price in this scenario?

- A. Regular Price of \$150
- B. Regular Price of \$75
- C. Regular Price of \$100
- D. Regular Price of \$200

Answer: B

Explanation:

Subscription Term and List Price:

* Subscription Product A has a Subscription Term of 6 months with a List Price of \$100.

* When added to a Quote with a Term of 12 months, the List Price is prorated to account for the longer term.

Proration and Ranged Discount Schedule:

* A Ranged Discount Schedule applies discounts based on quantity, volume, or term thresholds.

* For the 12-month term, the price is prorated to \$200 (2 times the List Price for 6 months).

* The Discount Schedule applies a 25% discount to the prorated price, reducing it to \$150.

Regular Price Calculation:

* The Regular Price reflects the discounted value after applying the Discount Schedule:

Regular Price = $200 \times (1 - 0.25) = 150$
Regular Price = $200 \times 0.5 = 100$
Regular Price = $100 \times 0.75 = 75$

Key Salesforce CPQ Reference Points:

* Ranged Discount Schedules modify the List Price based on configured thresholds.

* Subscription Pricing Logic ensures correct proration for products with terms different from the Quote Term.

NEW QUESTION # 82

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A. Salesforce ID of the Error Condition record.
- B. Value of the Index field.
- C. API name of the field in the Tested field.
- D. Value of the Condition # field.

Answer: B

Explanation:

Requirement Overview:

* Reference specific Error Condition records in the Advanced Condition field of a Product Rule.

Solution:

* Use the Index field value from the Error Condition record in the Advanced Condition formula.

Example:

* If the Index field value is 1 for a specific Error Condition, reference it as 1 in the Advanced Condition (e.g., 1 AND 2).

NEW QUESTION # 83

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