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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"> 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	<ul style="list-style-type: none"> 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.
Topic 4	<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 5	<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 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.
Topic 7	<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.

Salesforce Certified CPQ Administrator Sample Questions (Q63-Q68):

NEW QUESTION # 63

Universal Containers has set up an Account lookup field, Distributor__c, on the Quote to identify different distributors per group. Distributor accounts have a Discount_Level__c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- A.
- B.

Answer: B

Explanation:

Requirement:

* Ensure the correct Distributor Discount is applied to Quote Lines based on the distributor's Discount_Level__c field value.

Solution:

* Configurator Scoped Price Rule:

* A Price Condition checks whether the SBQQ__Quote__r.Distributor__c field is populated.

* If the field is blank, the rule does not execute.

* Price Action:

* Injects the value of the Discount_Level__c field from the Distributor account into the Quote Line's SBQQ__DistributorDiscount__c field.

Why Option A is Correct:

* Configurator Scope ensures the rule is evaluated during configuration, applying discounts dynamically as the Quote is edited.

Why Option B is Incorrect:

* Calculator Scoped Price Rules execute during calculations (not configuration), which may result in delayed discount updates.

Salesforce CPQ Reference:

* Price Rules and their scopes are documented in the CPQ Pricing Logic Configuration .

NEW QUESTION # 64

Universal containers wants to give a 25% discount on a specific product option purchased in the Big Box bundle.

In which two ways could the admin configure CPQ to automatically apply this discount?

Choose 2 answers

- A. Set the option discount (%field on the product feature for the bundle.
- D. Set the option Discount (%) field on the product option for the bundle.
- B. Create a price Rule that applies the 25% discount when the product is added as part of the bundle.
- C. Set Discount by package to TRUE on the Product Option for the bundle.

Answer: B,C

NEW QUESTION # 65

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

Answer: D

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 # 66

Universal Containers offers a bundle with two Products, Product A should always be added. Product B should be included initially, but can be removed by the user.

What two Option configurations that must be utilized for Product B to meet the requirement?

- A. Set Selected to TRUE.
- B. Set Bundle to FALSE.
- C. Set Quantity Editable to TRUE.
- D. Set Required to FALSE.

Answer: A,D

Explanation:

Requirement Overview:

* Product A must always be included in the bundle.

* Product B should be included by default but can be removed by the user.

Key Configurations:

* Required = FALSE: This ensures that Product B is not mandatory and can be removed by the user.

* Selected = TRUE: This includes Product B by default when the bundle is added to the Quote.

Steps to Configure:

* Navigate to the Product Option record for Product B.

* Set Required to FALSE.

* Set Selected to TRUE.

* Save and test the behavior by adding the bundle to a Quote.

Validation:

* Product B should be pre-selected in the Quote Line Editor but can be deselected by the user.

* This setup ensures flexibility for Product B while ensuring Product A remains mandatory.

NEW QUESTION # 67

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A. The existing Order is updated with the remaining Quote Lines.
- B. An Order without Order Products is created.
- C. An error is thrown informing the user an order already exists.
- D. A second Order is generated with the remaining Quote Lines.

Answer: D

Explanation:

Scenario:

* The Create Order button generates an Order with half the Quote Lines, and the Ordered checkbox is selected.

Outcome:

* When the Ordered checkbox is checked, remaining Quote Lines are eligible for a new Order. A second Order will be generated for the remaining lines.

Why Other Options Are Incorrect:

- * A: An Order without Order Products is invalid in this scenario.
- * C: No error is thrown because multiple Orders are allowed from the Quote.
- * D: Existing Orders are not updated with new Quote Lines.

Salesforce CPQ Reference:

* The behavior of the Create Order button is detailed in CPQ Order Management documentation .

NEW QUESTION # 68

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