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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 5	<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.

Salesforce Certified CPQ Administrator Sample Questions (Q41-Q46):

NEW QUESTION # 41

Sales reps at Universal Containers want to be able to filter products based on their Release Date. For example, a sales rep would like to see products with a Release Date between their input values of 11/23/04 and 01/16

/07 when adding products.

What should the admin create for this use case?

The options are:

- A. A custom action condition for the Release Date field
- **B. A search filter for the Release Date field**
- C. A custom action with the Filter Source Field set to Release Date
- D. Configuration attributes for the earliest and latest date

Answer: B

NEW QUESTION # 42

Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

- A. Populate the Generate Contracted Price field on a Quote record.
- **B. Create a Contracted Price record related to an Account record.**
- C. Add a partner to the Partner on the Quote record.
- **D. Generate a Contracted Price via the Contracted checkbox on the Quote record**

Answer: B,D

Explanation:

Requirement Overview:

* A customer requires specific pricing for their account.

Solution:

* B. Contracted Price Record:

* Directly create a Contracted Price record related to the customer's Account.

* D. Contracted Checkbox:

* Select the Contracted checkbox on the Quote record to generate a Contracted Price automatically when the Quote is finalized.

Steps to Configure:

* Option B:

* Navigate to the Account and create a Contracted Price record for the specific Product and pricing.

* Option D:

* On the Quote, select the Contracted checkbox and ensure the Quote is synced to generate the Contracted Price.

NEW QUESTION # 43

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- **A. Set the Configuration Attribute with Apply to Product Options to True.**
- B. Create a Feature level Configuration Attribute.
- C. Set up a Lookup Price Rule referencing a custom object.
- **D. Create a bundle level Configuration Attribute.**

Answer: A,D

Explanation:

Requirement:

* Ensure that the cubic volume selected at the bundle level applies to all Product Options.

Solution:

* Option C: Setting the Configuration Attribute's Apply to Product Options to True ensures the selected value cascades to all Product Options within the bundle.

* Option D: Creating a bundle-level Configuration Attribute allows sales reps to select a single cubic volume value that governs all Product Options in the bundle.

Why Other Options Are Incorrect:

* A: Lookup Price Rules reference external objects but are not relevant to syncing a volume value across Product Options.

* B: Feature-level Configuration Attributes are scoped to specific features, not the entire bundle.

Salesforce CPQ Reference:

* The functionality of Configuration Attributes and their application to Product Options is documented in Bundle Configuration Guidelines .

https://help.salesforce.com/s/articleView?id=sf.cpq_config_attribute_guidelines.htm&type=5

NEW QUESTION # 44

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- **A. Add the PDF as a required Additional Document on the Quote Template.**
- B. Upload the PDF into the Documents object folder named Output Attachments.
- C. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- D. Create an HTML Template Content record for the PDF and include it in a Template Section.

Answer: A

Explanation:

Simplification Method:

* By adding the PDF as a required Additional Document in the Quote Template, Salesforce CPQ ensures the PDF is automatically included with each generated Quote.

Steps to Configure:

* Navigate to the Quote Template.

* Add the PDF file under the Additional Documents section.

* Mark it as required for automatic inclusion.

Salesforce CPQ Reference:

* The Additional Documents feature simplifies document management in Quote Templates .

NEW QUESTION # 45

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- **B. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.**
- C. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- D. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

Answer: B

Explanation:

* Understanding the Requirement:

* Universal Containers wants a bundle with pre-selected Product Options.

* Sales reps should mostly leave the default configuration as-is but need the flexibility to make changes when required.

* Salesforce CPQ Feature Overview:

* Configuration Type:

* Determines whether sales reps can modify the configuration of a bundle product.

* Setting it to Allowed permits the flexibility to configure without mandating it.

* Configuration Event:

* Defines when the bundle configurator is accessible.

* Setting it to Edit prevents the configurator from opening automatically but allows sales reps to access it by clicking the "Reconfigure" link.

* Configuration Steps:

* Navigate to the Bundle Product record in Salesforce CPQ.

* Set the Configuration Type field to Allowed. This ensures the configurator is optional and not enforced.

* Set the Configuration Event field to Edit. This enables the configurator to be accessible only upon user action.

* Key Behaviors:

* With these settings, sales reps can use the default configuration but still make changes if needed by accessing the configurator manually.

* The "Reconfigure" link in the quote line becomes available for editing.

* Testing and Validation:

* Add the bundle to a Quote.

* Verify that the configurator does not open automatically.

* Check that the "Reconfigure" link is accessible on the Quote Line for editing options.

References:

This solution is aligned with Salesforce CPQ documentation on managing bundle configurations and providing sales reps with flexible configuration options.

NEW QUESTION # 46

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