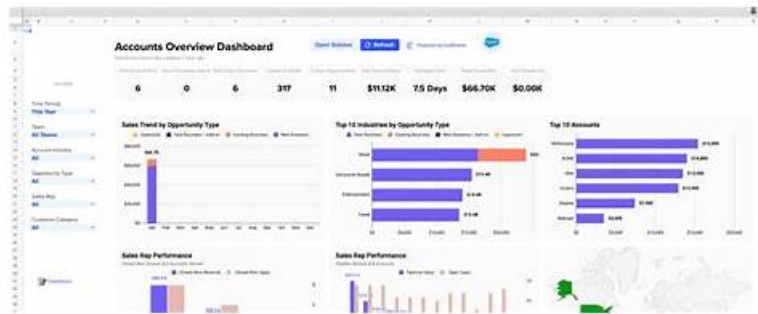


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Salesforce Sales-Admn-202 Exam Syllabus Topics:

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"> 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"> 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"> 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 5	<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.

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Salesforce Certified CPQ Administrator Sample Questions (Q158-Q163):

NEW QUESTION # 158

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.

How should the Admin meet the business requirements?

- **A. Set Asset Conversion for each downloadable Product to One per unit.**
- B. Set Asset Conversion for each downloadable Product to a custom value.
- C. Set Asset Conversion for each downloadable Product to One per Quote Line.
- D. Set Asset Conversion for each downloadable Product to null.

Answer: A

Explanation:

Requirement:

* A unique license number needs to be stored on the Asset record for each unit of a downloadable product sold.

Solution:

* Setting the Asset Conversion field to One per Unit ensures that an individual Asset record is created for each unit of the product.

This allows each Asset to store a unique license number.

Why Other Options Are Incorrect:

* A & B: Null or custom values do not enforce one Asset per unit, making it impossible to assign unique license numbers.

* D: One per Quote Line creates only one Asset for the entire Quote Line, which is not suitable for unit- level licensing.

Salesforce CPQ Reference:

* The behavior of Asset Conversion is detailed in CPQ Asset Configuration documentation .

NEW QUESTION # 159

Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- A. The Hide Totals Field on the Quote Template
- B. The Conditional Print Field for each price Line Column
- C. The Hide Group Subtotals Field on the Quote Template
- **D. The Conditional Print Field of a Template Section for only price Line Columns**

Answer: D

Explanation:

Requirement Overview:

* Show or hide price-related data in the Quote PDF based on the Primary Checkbox field value.

Solution Details:

* The Conditional Print Field on Template Sections enables dynamic visibility.

* Add the Primary Checkbox as a reference in the Conditional Print Field for the section containing price- related columns.

Steps to Configure:

* Navigate to the Quote Template.

* Locate the section containing price-related data.

* Set the Conditional Print Field to reference the Primary Checkbox.

Validation:

* Generate PDFs with the Primary checkbox set to both True and False and confirm the expected visibility of pricing data.

NEW QUESTION # 160

Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products.

However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.

Which strategy should UC apply?

- A. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- **B. Create a Filter Product Rule and Product Action with Type set to Optional Filter.**
- C. Set the Default field on the Add Products Custom Action to TRUE.
- D. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.

Answer: B

Explanation:

To manage a subset of eco-friendly products for opportunities flagged as eco-friendly while allowing flexibility to include all bundles, follow these steps:

Step 1: Create a Filter Product Rule

Filter Product Rules help define dynamic filtering of products displayed during the quoting process.

* Navigate to Product Rules

* Go to Salesforce Setup # Product Rules and click New.

* Set the Type to Filter and define a clear Name such as "Eco-Friendly Product Filter."

* Configure the Filter Logic

* Define the conditions to identify eco-friendly and bundle products.

* Use the Conditions related list to target the relevant product fields (e.g., a custom checkbox for eco-friendly products and a type field for bundles).

* Example condition:

* Field = Eco-Friendly Checkbox

* Operator = Equals

* Value = True

Step 2: Set up the Product Action

Product Actions define what the rule does when triggered.

* Add a Product Action

* In the Product Rule, go to the Product Actions related list and click New.

* Set the Type to Optional Filter. This allows the system to apply the filter by default but enables users to remove the filter and see all bundles.

* Link to Add Products Button

* Make sure this action links to the Add Products custom action.

Step 3: Ensure Opportunity Integration

The Opportunity flagged as eco-friendly must drive this behavior.

* Custom Field Dependency

* Ensure the Opportunity has a field (e.g., Eco-Friendly Checkbox) that can be referenced in the Filter Product Rule or through a related custom formula on the Quote.

* Dynamic Behavior

* When the Opportunity is flagged, the filter is applied dynamically, displaying only eco-friendly and bundle products in the Add Products dialog.

Step 4: Test and Validate

* Test the behavior by flagging different Opportunities as eco-friendly and verifying the Add Products functionality:

* Eco-Friendly flag # Default to eco-friendly products and bundles.

* No flag # All products, including non-eco-friendly bundles, are shown.

Additional Considerations:

* Search Filter Integration The Search Filter can complement this approach by providing additional options for users to refine their selections further.

* User Training Train sales reps on how to toggle the filter manually if needed.

This setup allows Universal Containers to meet its business objectives while maintaining flexibility for its sales team.

NEW QUESTION # 161

An admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the user should not be allowed to select both Product C and Product D at the time.

How should the admin set up Bundle A to accomplish this?

- **A. Create an Option Constraint and set Type = Exclusion.**
- B. Create an Option Constraint and set Type = Dependency

- C. Create a Product Feature and set both Min Options and Max Options to 4.
- D. Create a Product Feature and set both Min Options and Max Options to 1.

Answer: A

Explanation:

Requirement:

* Prevent users from selecting both Product C and Product D in a bundle configuration.

Solution:

* Using an Option Constraint with Type = Exclusion ensures that selecting one product automatically excludes the other.

Why Other Options Are Incorrect:

- * A: Dependency constraints ensure one product depends on another, which is the opposite of the requirement.
- * B & D: Setting Min Options and Max Options in a Product Feature does not enforce mutual exclusivity.

Salesforce CPQ Reference:

* Option Constraints and their configuration are detailed in CPQ Bundling Guidelines .

NEW QUESTION # 162

An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- A. Order Product
- **B. Asset**
- C. Asset and Opportunity Product
- D. Asset and Order Product

Answer: B

Explanation:

Scenario Overview:

* Asset Conversion is set to One per Unit, so each unit sold creates a separate Asset record.

Object Relationships:

* During Order and Contract processes:

* Order Product: Reflects the total quantity of Product A as a single record.

* Asset: Creates two Asset records, one for each unit.

Validation:

* Confirm that the Asset records show separate entries for each unit sold, while other objects (e.g., Order Product) do not duplicate records.

NEW QUESTION # 163

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