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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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	• 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	• 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 (Q205-Q210):

NEW QUESTION # 205
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 renwal.
- B. Renewal Quoted must be selected after Renewal Forecast has been selected.
- C. The Quote generated by Renewal Quoted is impending data flow from the amendment to the Renewal.
- D. Contracts must be deactivated before amendments will update the Opportunity.

Answer: C

NEW QUESTION # 206
Universal Conditions wants its users to be able to apply Additional Discounts in the Line Editor at both the Quote and Group level. Which two steps should the Admin take to fulfil this requirement? Choose 2 answers

- A. Add Additional Disc. to the Line Editor Field set on the Quote Line object.
- B. Add Additional Disc. (%) to the Line Editor Field Set on the Quote object.
- C. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.
- D. Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.

Answer: B,D

Explanation:
Requirement Overview:
* Admin needs to enable Additional Discounts at both the Quote and Group levels in the Line Editor.
Solution Steps:
* For the Quote Object:
* Navigate to Setup > Object Manager > Quote.
* Locate the Line Editor Field Set.
* Add the Additional Disc. (%) field to the field set.
* For the Quote Line Group Object:
* Navigate to Setup > Object Manager > Quote Line Group.
* Locate the Line Editor Field Set.
* Add the Additional Disc. (%) field to the field set.
Testing:

* Open the Quote Line Editor and confirm the visibility of the Additional Discount fields at both levels.

NEW QUESTION # 207

An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, 9nd aero emor messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 srewers

* A. Only Products with an EFfectrve Quantity greater than or less than zero syfK to the Opportunity-
* B. Some Products we missing Rice Book Entries.
* C. Q Validation Rules on the Opportunity Product silently fail.D, Only Products with a price greater than zero sync to the Opportunity,
* D. Exclude ffor Opportunity is checked on die Product record.

Answer: A,C,D

Explanation:
Issue Analysis:
* Products not syncing to Opportunity Products is usually caused by specific CPQ conditions or rules.
Reasons for Failure:
* B: Products with an Effective Quantity of zero are excluded from syncing.
* C: Validation Rules on the Opportunity Product object may silently block the sync process if they are not met.
* D: Products with a price of zero do not sync by default.
Why Other Options Are Incorrect:
* A: Missing Price Book Entries prevent quoting entirely, not syncing issues.
* E: The Exclude from Opportunity checkbox applies to the Product Option, not the syncing process.
Salesforce CPQ Reference:
* CPQ guidelines for syncing Quote Lines to Opportunity Products .

NEW QUESTION # 208

Hew should the admin ensure Universal Containers' users can generate autput documents in Microsoft Word format?

* A. Create a second Quote Template in Microsoft Word format.
* B. Set the Allow Output Format Change checkbox an the Quote Template.
* C. Create duplicate Template Sections in Microsoft Ward format.
* D. Set the Allow Qutput Format Change checkbox on each user in User Settings.

Answer: D

Explanation:
Requirement:
* Allow users to generate output documents in Microsoft Word format.
Solution:
* The Allow Output Format Change checkbox in User Settings enables users to select alternative formats like Microsoft Word during document generation.
Why Other Options Are Incorrect:
* A: The checkbox is user-specific, not template-specific.
* C: Creating a second template is unnecessary when users can dynamically change the format.
* D: Template Sections do not control output formats.
Salesforce CPQ Reference:
* Configuring user settings for document generation is detailed in CPQ Quote Templates Documentation .

NEW QUESTION # 209

Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

- A. Update Percent of Total Target on Warranty to Standard Warranty.
- B. Update Percent of Total Base on Warranty to Net Price.
- C. Update Percent of Total (%) on the hardware products to 10.
- D. Update Percent of Total Category on the hardware products to Hardware.

Answer: B

Explanation:
Requirement Overview:
* Warranty pricing should be based on the discounted prices of hardware products.
Solution Details:
* The Percent of Total Base field determines the pricing basis for Percent of Total Products.
* To ensure the price reflects discounted values, set the Percent of Total Base to Net Price.
Steps to Configure:
* Navigate to the Warranty Product record.
* Update the Percent of Total Base field to Net Price.
* Save and test the configuration by adding hardware products and the Warranty to a Quote.
Validation:
* The Warranty price should now calculate as 10% of the discounted prices of hardware products.

NEW QUESTION # 210

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