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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details

Topic 1	<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 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"> • 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 4	<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 5	<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 6	<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.

Salesforce Certified CPQ Administrator Sample Questions (Q76-Q81):

NEW QUESTION # 76

A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines. What are two reasons that could explain this behavior?

Choose 2 answers

- A. The Price Book Entry of the Product has been set to Inactive.
- **B. The Exclude from Opportunity checkbox on the Product has been set to TRUE.**
- C. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.
- **D. Opportunity Products are only created for Quote Lines with a Net Total that Is different than 0.**

Answer: B,D

Explanation:

Issue Context:

* Not all Quote Lines are generating Opportunity Product records during the Amendment process.

Possible Causes:

* A. Net Total = 0:

* Salesforce CPQ does not create Opportunity Products for Quote Lines with a Net Total of zero.

* D. Exclude from Opportunity:

* If the Product has the Exclude from Opportunity checkbox set to TRUE, it prevents Opportunity Product creation.

Steps to Investigate:

* Verify the Net Total of the Quote Lines.

* Check the Product configuration for the Exclude from Opportunity setting.

Validation:

* Update the relevant fields and test the Amendment process to ensure all eligible Quote Lines generate Opportunity Products.

NEW QUESTION # 77

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A

sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote. At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. The Save or Quick Save buttons are clicked.
- B. Override values are subject to Discount Schedule updates made by the Admin.
- C. The Quote status has changed to Approved.
- D. The Opportunity status has changed to Proposal/price Quote.

Answer: A

Explanation:

Requirement Overview:

* Sales reps need to know when manual overrides on a Discount Schedule will remain unaffected by Admin updates.

Key Behavior:

* When the Save or Quick Save button is clicked, the manual override is committed, and the Discount Schedule changes made by the Admin will not affect it.

Validation:

* Test the behavior by manually overriding a discount, saving the Quote, and confirming that Admin updates to the Discount Schedule do not impact the saved Quote.

NEW QUESTION # 78

In what way does Smart Approvals expedite the approval process?

- A. Quotes within defined thresholds will be automatically approved.
- B. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.
- C. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- D. Quotes with multiple steps in the approval chain go directly to the highest approver required.

Answer: B

Explanation:

Smart Approvals Overview:

* Salesforce CPQ's Smart Approvals streamline the approval process by re-evaluating previously approved records to avoid redundant approvals.

Rejected Quotes Resubmission:

* If a quote is rejected, and the user resubmits it without exceeding previously approved values, it bypasses the full approval chain and is sent directly to the person who rejected it.

* This functionality minimizes unnecessary delays and ensures efficient quote handling.

Documentation Alignment:

* Smart Approvals Configuration and behavior as outlined in CPQ guidelines ensure approval efficiency .

NEW QUESTION # 79

An admin has a requirement within a specific bundle to ensure that Product 8 is automatically selected when the user selects Product A. The admin correctly configured a Product Rule to meet this requirement, however Product B remains unselected when Product A is checked.

What does the admin need to adjust so the Product Rule fires as expected?

- A. Set System field to True on Product Option record for Product A.
- B. Set Apply Immediately to True on Product Option record for Product A.
- C. Set System field to True on Product Option record for Product B.
- D. Set Apply Immediately to True on Product Option record for Product B.

Answer: B

Explanation:

Requirement Overview:

* When Product A is selected, Product B should be automatically selected within the bundle.

* The admin created a Product Rule, but it fails to trigger immediately.

Key Mechanism:

* The Apply Immediately checkbox ensures that the Product Rule executes as soon as the parent Product (Product A) is selected. Without this, the rule may not fire until additional actions (e.g., clicking Calculate) occur.

Steps to Resolve:

- * Navigate to the Product Option record for Product A.
- * Set the Apply Immediately field to True.
- * Save and test the configuration by adding the bundle to a Quote.

Justification:

* "Apply Immediately" is required for Product Rules to trigger instant actions, ensuring dependencies like auto-selection are respected without delay.

NEW QUESTION # 80

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date. Which date will CPQ use to calculate the prorate multiplier?

- A. The earliest date
- **B. The Quote Line date**
- C. The Quote date
- D. The latest date

Answer: B

Explanation:

Requirement:

* Calculate the prorate multiplier when a subscription product's End Date differs from the Quote's End Date.

Solution:

* CPQ uses the Quote Line date (specific to the subscription product) to calculate the prorate multiplier.

This ensures alignment with the subscription term.

Why Other Options Are Incorrect:

- * A & D: Earliest or latest dates do not determine prorate multipliers.
- * B: The Quote date applies to the Quote as a whole, not individual subscription products.

Salesforce CPQ Reference:

* Prorate multiplier calculations are outlined in Subscription Management Guidelines .

The order of precedence for evaluating subscription dates is as follows (1) Quote Line, (2) Quote Line Group, and (3) Quote <https://help.salesforce.com/s/articleView?id=000383503&type=1>

NEW QUESTION # 81

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