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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">• 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 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.
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>> New Sales-Admn-202 Test Questions <<

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Salesforce Certified CPQ Administrator Sample Questions (Q47-Q52):

NEW QUESTION # 47

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

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

Answer: A

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 # 48

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions.

Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- **A. Use Product rules to hide Products from some sales reps.**
- B. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.
- **C. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.**
- D. Create a single Price Book with all Products. Share the Price Book with all users.

Answer: A,C

Explanation:

Requirement Overview:

* Universal Containers wants to restrict sales reps to accessing only region-specific Products while allowing managers to access all Products.

Solution:

* C. Price Books per Region: Create a separate Price Book for each region, associating only the relevant Products. Share each Price Book with the respective sales reps.

* D. Product Rules: Use Product Rules to hide Products from sales reps outside their assigned regions.

Steps to Configure:

* Price Book Setup:

* Navigate to Price Books.

* Create a Price Book for each region and associate the specific Products.

* Use Sharing Rules to share the Price Books with the appropriate sales reps.

* Product Rule Setup:

* Create a Product Rule with a Condition to hide Products based on the user's region.

Validation:

* Test by logging in as a sales rep and verifying that they can only see Products for their assigned region.

NEW QUESTION # 49

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract. The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of the three quote lines and subscriptions for the below transactions:

* The original sale

* The first amendment

* The second amendment

- A. Quote Line: 100, 80, 120, Subscription: 100, 80, 120
- B. Quote Line: 100, 80, 120, Subscription: 100, -20, 40
- C. Quote Line: 100, -20, 40, Subscription: 100, 80, 120
- D. Quote Line: 100, -20, 40, Subscription: 100, -20, 40

Answer: B

Explanation:

In Salesforce CPQ, amendments adjust subscription quantities incrementally. The original sale (Quote Line and Subscription) is 100. The first amendment reduces to 80, a decrease of 20, so the Quote Line is 80 (absolute), and the Subscription delta is -20 (reflecting the change). The second amendment increases to 120, an increase of 40 from 80, so the Quote Line is 120, and the Subscription delta is 40. Subscription quantities in amendments show the net change (-20, 40) rather than absolute values (80, 120), aligning with CPQ's amendment mechanics. Option B correctly reflects this: Quote Lines (100, 80, 120) show user-facing totals, while Subscriptions (100, -20, 40) show deltas. Salesforce CPQ documentation explains this behavior in amendment scenarios. References: Salesforce CPQ Documentation - "Amending Contracts" and "Subscription Quantity Handling".

NEW QUESTION # 50

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 One per Quote Line.
- C. Set Asset Conversion for each downloadable Product to a custom value.
- 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 # 51

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- **A. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.**
- B. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- C. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- D. Create a Twin Field of the Square Footage field on the Quote Line object.

Answer: A

Explanation:

Requirement Overview:

* Sales reps want the Square Footage value on a Configuration Attribute to persist when renewing a Quote.

Twin Field Mechanism:

* Twin Fields ensure that data is retained and mapped between related objects.

* Creating Twin Fields on the Asset and Subscription objects allows the Square Footage value to be carried forward during renewals.

Steps to Configure:

* Create a custom field for Square Footage on the Asset and Subscription objects.

* Ensure the API names of these fields match the Configuration Attribute API name.

* Test the renewal process to confirm the value persists.

Validation:

* The Square Footage value should automatically populate in the renewal Quote without manual entry by the sales rep.

NEW QUESTION # 52

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