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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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 3	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	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	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 6	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.

- **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 (Q212-Q217):

NEW QUESTION # 212

A user has added multiple bundles to the Quote. Each bundle consists of Product Options of the Product Families:

- * Hardware
- * Licenses
- * Maintenance

On the output document, different line columns need to be rendered that contain the Products of each Family.

Moreover, the Product Options of each Family need to be rendered separately for each bundle.

Which two steps should the admin take to meet the requirement? (Choose two.)

- **A. Construct a formula field on the Quote Line object that returns the bundle's Name and Number, and use this field in the Group field on the Line Item section.**
- B. Populate the Sort Order field on each Product record to properly sort the Quote Lines within each section.
- C. Create a different Line Item section for each Product Family, and leverage the Filter field to show the correct products.
- **D. Create a different Line Item section for each Product Family and leverage the Conditional Print field to show the correct products.**

Answer: A,D

Explanation:

Requirement:

- * Render separate Line Item sections for each Product Family and bundle on the output document.

Solution Steps:

- * Option B: Create a Line Item section for each Product Family and use the Filter field to display only the relevant products for each section.

- * Option C: Use a formula field on the Quote Line object to identify the bundle's Name and Number, then set this field in the Group field to group lines within each section.

Why Other Options Are Incorrect:

- * A: The Conditional Print field is not used for rendering specific Product Families in Line Item sections.
- * D: Sort Order on Product records does not meet the grouping and filtering requirements for the output document.

Salesforce CPQ Reference:

- * Document generation and Line Item grouping are detailed in Quote Templates Configuration .

NEW QUESTION # 213

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

- A. Remove the Subscription flag from the Product's Search Results Field Set.
- B. Remove the Subscription flag from the Product's Search Filters Field Set.

- C. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.
- D. Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.

Answer: C

Explanation:

Requirement Overview:

- * Restrict sales reps to only selecting subscription Products when using the Add Subscriptions Custom Action.

Solution Details:

- * The Search Filter for the Add Subscriptions action should include only subscription Products.
- * Setting the Filter Value to Hidden ensures that only Products matching the filter criteria are displayed.

Steps to Configure:

- * Navigate to the Search Filter related to the Add Subscriptions action.
- * Set the Filter Value to True.
- * Mark the Hidden checkbox to restrict visibility to subscription Products.

Validation:

- * Test the Custom Action to confirm that only subscription Products are visible.

NEW QUESTION # 214

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis.

Which Subscription field values should the admin set to meet this requirement?

- A. * Subscription Term: 1* Subscription Type: Evergreen* Subscription Pricing: Percent of Total
- B. * Subscription Term: 12* Subscription Type: Evergreen* Subscription Pricing: Fixed Price
- C. * Subscription Term: 12* Subscription Type: One-Time* Subscription Pricing: Fixed Price
- D. * Subscription Term: 1* Subscription Type: One-Time* Subscription Pricing: Percent of Total

Answer: C

Explanation:

Requirement Overview:

- * A nonrenewable subscription Product priced annually.

Key Field Configurations:

- * Subscription Term = 12: Specifies an annual subscription.
- * Subscription Type = One-Time: Indicates that the Product is nonrenewable.
- * Subscription Pricing = Fixed Price: Defines a flat annual price.

Steps to Configure:

- * Navigate to the Product record.
- * Update the fields as specified above.
- * Save and test by adding the Product to a Quote.

Validation:

- * Confirm the subscription term and pricing are applied correctly and the product does not renew automatically.

NEW QUESTION # 215

Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

- A. Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.
- B. Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.
- C. Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.
- D. Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False on the Discount Schedule.

Answer: A

Explanation:

Requirement Overview:

- * Universal Containers wants to aggregate the quantities of all Product Options in Feature A to determine the Discount Tier.

Key Configuration:

- * Assign the Discount Schedule to the Product Feature itself.
- * Enable the Cross Orders checkbox to aggregate quantities across multiple orders or contracts.

Steps to Configure:

- * Navigate to the Product Feature record for Feature A.
- * Set the Discount Schedule field to the appropriate Discount Schedule.
- * On the Discount Schedule, check the Cross Orders box.

Validation:

- * Add multiple Product Options from Feature A to a Quote and verify that their quantities are aggregated for discount calculation.

NEW QUESTION # 216

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- **A. Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.**
- **B. Ensure Apply Immediately is set to TRUE on the Configuration Attribute.**
- C. Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- D. Create a Selection Product Rule that automatically shows and hides Product Options based on the service level

Answer: A,B

Explanation:

Requirement Overview:

- * Limit the Product Options displayed in a bundle based on the service level selected by the user via a Configuration Attribute.

Solution Details:

- * Selection Price Rule: Use a Selection Price Rule to dynamically show or hide Product Options based on the selected value of the Configuration Attribute.

- * Apply Immediately: Ensures that changes based on the service level selection occur in real-time during configuration.

Steps to Configure:

- * Create the Selection Price Rule:
- * Define the Price Rule with a Condition targeting the Configuration Attribute value.
- * Use a Price Action to show or hide Product Options.
- * Set Apply Immediately:
- * Navigate to the Configuration Attribute.
- * Set Apply Immediately to TRUE.

Validation:

- * Test the bundle configuration by changing the service level and verifying the Product Options displayed dynamically update.

NEW QUESTION # 217

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