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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<ul style="list-style-type: none"> 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 4	<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 (Q65-Q70):

NEW QUESTION # 65

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which approach will allow the Quote Line's List Price to reflect these tiers?

- A. Create a Discount Schedule with Type = Range and Discount Unit = Price.
- B. Set the Product's Pricing Method = List and Create Block Prices.
- C. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.
- D. Set the Product's Pricing Method = Block and Create Block Prices

Answer: C

Explanation:

Scenario:

* A tiered pricing structure requires different amounts to be applied based on the quantity purchased.

Solution:

* Use a Discount Schedule with:

* Type = Slab: Ensures different price amounts are applied for each tier.

* Discount Unit = Amount: Specifies fixed dollar values for each tier.

Why Other Options are Incorrect:

* A, B: Block pricing is unsuitable because the requirement is tier-based, not fixed blocks.

* C: Range type does not handle tiered pricing accurately.

Salesforce CPQ Reference:

* Discount Schedules with Slab type are detailed in CPQ Discounting Guidelines .

NEW QUESTION # 66

Universal Containers wants to have quantity requirements for certain Product options in a bundle. The Product Option's quantity must be multiplied by the quantity of the bundle product. How should the Admin set this up in the bundle to meet the requirement?

- A. Select the Bundled checkbox on the Product Option.
- B. Select the Quantity Editable checkbox on the Product Option.
- **C. Select Component as the Type field on the Product Option.**
- D. Select the Multiplier checkbox on the Bundle.

Answer: C

Explanation:

Requirement Overview: Universal Containers needs the quantity of product options in a bundle to automatically scale based on the quantity of the parent bundle product.

Salesforce CPQ Mechanism:

- * The Type field on the Product Option allows for specific configuration behaviors.
- * When the Type is set to Component, Salesforce CPQ automatically multiplies the option's quantity by the bundle product's quantity. This ensures that the dependent options align with the parent bundle quantity.

Implementation Steps:

- * Navigate to the Product Option record associated with the bundle.
- * Set the Type field to Component.
- * Ensure that other configuration settings, such as quantity constraints, align with the desired outcome.
- * Test the functionality by adding the bundle to a quote and adjusting the quantity. The option quantities should scale proportionally.

Relevant Salesforce CPQ Documentation: This behavior is a standard feature in Salesforce CPQ and is documented under Product Bundles and Options Configuration.

NEW QUESTION # 67

When using Lookup Rules In Salesforce CPQ, which three factors will impact the number of query rows returned?

Choose 3 answers

- A. The total number of lookup objects.
- **B. The total number of fields on the lookup object.**
- **C. The total number of quote lines on the quote.**
- D. The total number of records on the lookup object.
- **E. The total number of lookup queries.**

Answer: B,C,E

Explanation:

Requirement Overview:

- * Understand what impacts the number of query rows returned when using Lookup Rules in Salesforce CPQ.

Factors:

- * C. Total Number of Quote Lines: Each Quote Line triggers a lookup, increasing the number of query rows.
- * D. Total Number of Fields on the Lookup Object: More fields on the object result in larger query rows.
- * E. Total Number of Lookup Queries: Multiple lookup queries executed during the Quote Line processing impact the total rows returned.

Steps to Validate:

- * Analyze the Lookup Rule configuration and test its behavior with varying Quote Line counts, field sizes, and query numbers.

NEW QUESTION # 68

An Admin at Universal Containers has hidden the prices of Products on the Configure Products page.

How should the Admin make the prices visible again?

- A. Go to the Product Option record and check if the Price Editable field is False.
- B. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.
- C. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
- **D. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.**

Answer: D

Explanation:

Issue:

* Prices are hidden on the Configure Products page due to restricted field visibility.

Solution:

* Adjust the Field-Level Security settings for the Unit Price field on the Product Option object to ensure visibility.

Why Other Options Are Incorrect:

* B: The Option Configuration Field Set affects configuration but does not control visibility.

* C & D: Default Pricing Table and Price Editable settings do not impact visibility on the Configure Products page.

Salesforce CPQ Reference:

* Managing field visibility is outlined in CPQ Field-Level Security documentation .

NEW QUESTION # 69

Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

- **A. Create a Quote picklist field named Language, With language codes as values.**
- B. Set the Quote Term field Language to the desired output language for each Quote Term.
- **C. Create Localization records for individual Quote Terms for all three languages.**
- D. Enable "Allow Output in Different Languages" In the managed package settings.

Answer: A,C

Explanation:

* Requirement:

* Localize Quote Terms into three selectable languages for the quote PDF output.

* Solution Steps:

* Step A: Create a picklist field (e.g., Output Language) on the Quote object with language codes (e.g., EN, FR, DE) as values.

* Step B: Create Localization records for each Quote Term in all three languages, ensuring the Quote PDF reflects the selected language.

* Why Other Options Are Incorrect:

* C: "Allow Output in Different Languages" is not an actual managed package setting.

* D: Setting the Language field alone does not dynamically manage multiple languages for PDF generation.

* Salesforce CPQ Reference:

* Localization of Quote Terms is covered in CPQ Multi-Language Configuration Guidelines .

NEW QUESTION # 70

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