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Whatever your professional, working towards a Salesforce Certified CPQ Administrator Sales-Admn-202 certification or designation takes a significant amount of effort and time. Once you have put all your effort, and investment and prepared well then you will be in a position to pass the Salesforce Certified CPQ Administrator Sales-Admn-202 Certification Exam. But once you get success in the Salesforce Certified CPQ Administrator Sales-Admn-202 test you'll be eligible to avail all the personal and professional benefits associated with Salesforce Certified CPQ Administrator Sales-Admn-202 certification.

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	• 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 3	• 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 4	• 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.

Salesforce Certified CPQ Administrator Sample Questions (Q26-Q31):

NEW QUESTION # 26

Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.

A single quote can contain products for consumption anywhere in the country.

A custom object has been created to maintain a Price Multiplier per product per geographic area. The quote document should display the List Price of the appropriate geographic area.

How should the CPQ specialist complete the configuration?

- A. Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.
- B. Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the multiplier and apply it to the custom List Unit Price field on the Quote Line.
- C. Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.
- D. Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.

Answer: B

Explanation:
Requirement Overview:
* Adjust the List Price dynamically based on the geographic area using a custom Price Multiplier stored in a custom object.
Solution Details:
* Custom List Unit Price Field: Store the adjusted List Price for the specific geographic area.
* Lookup Price Rule: Retrieve the multiplier from the custom object and calculate the adjusted List Price.
Steps to Configure:
* Create a Custom Field (e.g., Custom List Unit Price) on the Quote Line.
* Create a Lookup Price Rule to:
* Retrieve the Price Multiplier from the custom object.
* Calculate and populate the custom List Unit Price field.
Validation:
* Generate a Quote and confirm the List Price reflects the appropriate multiplier for the geographic area.

NEW QUESTION # 27

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A. The existing Order is updated with the remaining Quote Lines.
- B. An Order without Order Products is created.
- C. A second Order is generated with the remaining Quote Lines.
- D. An error is thrown informing the user an order already exists.

Answer: C

Explanation:

Scenario:
* The Create Order button generates an Order with half the Quote Lines, and the Ordered checkbox is selected.
Outcome:
* When the Ordered checkbox is checked, remaining Quote Lines are eligible for a new Order. A second Order will be generated for the remaining lines.
Why Other Options Are Incorrect:
* A: An Order without Order Products is invalid in this scenario.
* C: No error is thrown because multiple Orders are allowed from the Quote.
* D: Existing Orders are not updated with new Quote Lines.
Salesforce CPQ Reference:
* The behavior of the Create Order button is detailed in CPQ Order Management documentation .

NEW QUESTION # 28

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.
Which behavior can the admin expect in this scenario?

- A. The value from the first record sorted alphabetically by Name is applied to the Target Field.
- B. The value from the record that was created most recently is applied to the Target Field.
- C. The Target Field maintains its original value and an error message appears in the Quote Line Editor.
- D. The value from the second record sorted alphabetically by Name is applied to the Target Field.

Answer: C

Explanation:
Scenario:
* A Price Rule utilizes a Lookup Object and Lookup Queries, and multiple records meet the criteria for a single Quote Line.
Behavior:
* When more than one lookup record meets the criteria, Salesforce CPQ does not apply any value to the Target Field. Instead:
* The Target Field retains its original value.
* An error message is displayed in the Quote Line Editor, notifying the user of the conflict.
Why Other Options Are Incorrect:
* A & D: Salesforce CPQ does not resolve ties by sorting records alphabetically.
* C: The system does not apply values based on record creation date.
Salesforce CPQ Reference:
* Lookup Queries behavior and error-handling are outlined in CPQ Price Rules Configuration Guidelines .

NEW QUESTION # 29

Universal Containers has a high volume of contracts that are renewed each year. Recently, a number of orders have failed to generate a contract despite those orders being activated and containing subscription-based products.
Where should the admin look to identify the source of the error?

- A. Debug Logs
- B. Apex Jobs
- C. Paused & Failed Flow Interviews
- D. Record Jobs

Answer: A

Explanation:
Scenario:
* Contracts are not being generated for activated Orders containing subscription-based products.
Why Debug Logs?
* Debug Logs capture real-time system activity, including Apex triggers and CPQ package processes.
* They provide detailed error messages and can identify issues such as missing triggers, misconfigured objects, or dependency errors.
Steps to Investigate:
* Enable Debug Logs in Salesforce Setup for the affected user or system process.
* Perform the action that generates the error (e.g., activating the Order).

* Review the logs for errors related to Contract generation.

NEW QUESTION # 30

Subscription Product A has a Subscription Term of 6, a List Price of $100, and a Ranged Discount Schedule.

A user has added this Product a Quote with a Term of 12.

A u The Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Pnce m this scenario?

- A. Regular Pnce of $150
- B. Regular Price of $75
- C. Regular Price of $200
- D. Regular Price of $100

Answer: B

Explanation:

Subscription Term and List Price:

* Subscription Product A has a Subscription Term of 6 months with a List Price of $100.

* When added to a Quote with a Term of 12 months, the List Price is prorated to account for the longer term.

Proration and Ranged Discount Schedule:

* A Ranged Discount Schedule applies discounts based on quantity, volume, or term thresholds.

* For the 12-month term, the price is prorated to $200 (2 times the List Price for 6 months).

* The Discount Schedule applies a 25% discount to the prorated price, reducing it to $150.

Regular Price Calculation:

* The Regular Price reflects the discounted value after applying the Discount Schedule:

Regular Price=200×(1#0.25)=150×0.5=75\text{Regular Price} = 200 \times (1 - 0.25) = 150 \times 0.5

= 75Regular Price=200×(1#0.25)=150×0.5=75.

Key Salesforce CPQ Reference Points:

* Ranged Discount Schedules modify the List Price based on configured thresholds .

* Subscription Pricing Logic ensures correct proration for products with terms different from the Quote Term .

NEW QUESTION # 31

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