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## Salesforce Sales-Admn-202 Exam Syllabus Topics:

| Topic | Details |
|-------|---------|
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|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <ul style="list-style-type: none"> <li>• <b>Bundle Configurations:</b> 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.</li> </ul>                                                                                                                                                                                                                       |
| Topic 2 | <ul style="list-style-type: none"> <li>• <b>Product Selection:</b> 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.</li> </ul>                                                                                                                                                                                                                              |
| Topic 3 | <ul style="list-style-type: none"> <li>• <b>Approvals:</b> 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.</li> </ul>                                                                                                                                                                                                                                                                             |
| Topic 4 | <ul style="list-style-type: none"> <li>• <b>CPQ Platform:</b> 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.</li> </ul> |

## Salesforce Certified CPQ Administrator Sample Questions (Q96-Q101):

### NEW QUESTION # 96

How should an admin enable renewal uplift on an Account?

- A. Update the Markup (%) field on the Renewal Quote.
- B. Change the Renewal Pricing Method to Same on the Account.
- **C. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.**
- D. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.

**Answer: C**

Explanation:

Requirement Overview:

\* Enable Renewal Uplift for the Account to adjust pricing for renewals.

Steps to Configure:

\* Renewal Pricing Method:

\* Navigate to the Account record.

\* Set the Renewal Pricing Method field to Uplift.

\* Renewal Uplift (%):

\* On the related Contract record, populate the Renewal Uplift (%) field with the desired percentage increase.

Validation:

\* Test the renewal process by generating a Renewal Quote and ensuring the Uplift applies to subscription pricing.

### NEW QUESTION # 97

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- **A. HTML Template Content in the Quote document**
- B. Picklist values in the Product Family field on the Product object
- C. Configuration Attribute picklist values
- **D. The Feature Name field on the Configure Products page**

**Answer: A,D**

Explanation:

Issue:

\* Quote Lines on Quote A are grouped incorrectly in the output document.

Possible Causes:

- \* C: Quote Line Groups: Existing Quote Line Groups on the Quote override the Group Field setting in the template.
  - \* D: Group Field in Template Section: The Group Field value in the Line Items template section may cause unexpected grouping.
- Why Other Options Are Incorrect:
- \* A: The Modified By field has no impact on template grouping.
  - \* B: Configuration Attributes like location affect product selection, not grouping in Quote templates.
- Salesforce CPQ Reference:
- \* Grouping behavior is explained in the Quote Templates and Line Item Configuration documentation .

#### NEW QUESTION # 98

Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- **A. Visualize Product Hierarchy**
- B. Preserve Bundle Structure
- C. Enable Product Option Drawer
- D. Keep Bundle Together

**Answer: A**

Explanation:

Requirement:

- \* Sales reps need to identify Product Options linked to Quote Lines in the Quote Line Editor.

Solution:

- \* Enabling Visualize Product Hierarchy organizes Quote Lines based on their position within the bundle, displaying the parent-child relationship.

Why Other Options Are Incorrect:

- \* A: The Product Option Drawer enables detail viewing but does not organize Quote Lines.
- \* B: Preserve Bundle Structure applies to output documents, not the Line Editor.
- \* D: Keep Bundle Together affects grouping but not hierarchy visualization.

Salesforce CPQ Reference:

- \* Hierarchy settings are covered in the Quote Line Editor Configuration documentation .

#### NEW QUESTION # 99

The Admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the Admin noticed that the Price Action failed to populate the custom field. The Admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the Admin ensure this custom field can be referenced by the calculator?

- A. The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.
- **B. Re-execute the Post Install Script in Package settings to ensure the Calculator Referenced Fields are up- to-date.**
- C. Rename the custom field label, then recreate the Price Action to reference the new field label.
- D. Revoke the Advanced Calculator and re-authorize the Calculation Service.

**Answer: B**

Explanation:

Issue Context:

- \* The custom field is not being updated by the Price Rule even after enabling triggers in the CPQ Package Settings.

Root Cause:

- \* After creating new fields or updates, the Post Install Script must be executed to register custom fields in the Calculator Referenced Fields list.

Solution Steps:

- \* Navigate to Setup > Installed Packages > Salesforce CPQ.
- \* Locate the Post Install Scripts section and click Run.
- \* Test the Price Rule again to verify that the custom field is updated correctly.

Salesforce CPQ Documentation Reference:

- \* Custom fields must be registered with the calculator for the Price Rule engine to interact with them properly.

### NEW QUESTION # 100

Universal Containers (UC) uploads aX product photos to an external content management system (CMS). The MP of sales wants sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents. What is the most efficient method for the GPQ specialist to meet the business requirement?

- A. Create an integration between the CMS and Salesforce.
- B. Create a Hyperlink field that stores the URL of the image.
- C. Create a formula field that leverages the IMAGE function.
- **D. Create a Rich-Text Area field and store the image value.**

**Answer: D**

Explanation:

Issue Context:

\* Users encounter a warning when searching Campaign records in the Quote Line Editor.

Root Cause:

\* For Lookup fields to work correctly in Salesforce CPQ's Quote Line Editor, a Twin Field must exist on the target object (Campaign) with the same API name as the Quote Line lookup field.

Solution Steps:

\* Create a custom field on the Campaign Object with the same API name as the lookup field on the Quote Line Object.

\* Ensure the field types match (e.g., both are Lookup fields or Text fields).

Validation:

\* Test the functionality by searching for Campaign records in the Quote Line Editor. The warning message should no longer appear.

Salesforce CPQ Documentation Reference:

\* This is a common configuration for CPQ Lookup fields in the Quote Line Editor.

### NEW QUESTION # 101

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