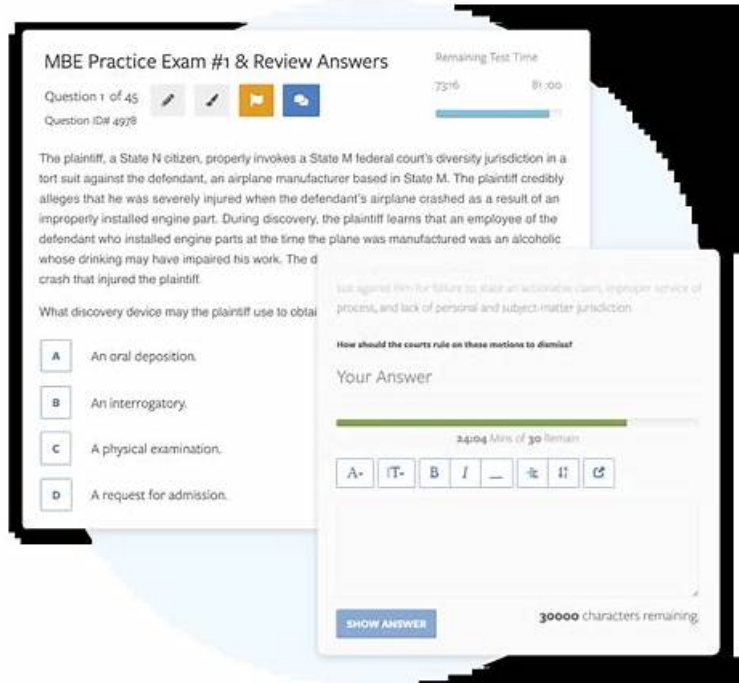


# Pass-Sure Sales-Admn-202 Exam Bootcamp & Leader in Qualification Exams & Fast Download Salesforce Salesforce Certified CPQ Administrator



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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

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### Salesforce Certified CPQ Administrator Sample Questions (Q14-Q19):

#### NEW QUESTION # 14

Users at Universal Containers have reported when amending a contract, the net pricing of some products is incorrect. The Admin has done a preliminary investigation and found that the issue only happens on existing products when their quantity is adjusted. What is the likely cause?

- A. A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- **B. The Products have a Discount Schedule and Cross Order is not selected.**
- C. The Revised Quantity has been set on the Subscription record.
- D. A Price Rule is firing On Calculate and changing the Effective Quantity.

**Answer: B**

Explanation:

\* Background Context: When amending a contract in Salesforce CPQ, issues with net pricing arise if the amendment impacts existing subscription products. Subscription products often rely on Discount Schedules for calculating discounts, especially when quantity changes. The "Cross Order" field on Discount Schedules ensures discounts account for cumulative quantities across multiple orders or contracts.

\* Problem Analysis:

\* The reported issue involves incorrect net pricing specifically when the quantity of existing products is adjusted during contract amendments.

\* This aligns with the functionality of Discount Schedules, where the total quantity determines the discount applied. Without "Cross Order" enabled, Salesforce CPQ considers only the current order's quantities rather than aggregating across orders.

\* Root Cause Identification:

\* Discount Schedule and Cross Order: If the Discount Schedule associated with these products does not have "Cross Order" enabled, any amendments won't consider cumulative quantities. Instead, the system recalculates based on only the new or adjusted quantities, leading to incorrect net pricing.

\* Supporting Evidence:

\* Salesforce documentation highlights that Cross Order must be selected in the Discount Schedule for accurate discount calculations across multiple orders or contracts. Otherwise, amendments operate in isolation.

\* The feature ensures that ongoing contracts retain accurate pricing based on total historical quantities.

\* Recommended Resolution:

\* Navigate to the Discount Schedule associated with the affected products.

- \* Verify and enable the Cross Order checkbox:
  - \* Go to Setup > Discount Schedules.
  - \* Locate the relevant Discount Schedule.
  - \* Edit the schedule and enable Cross Order.
  - \* Test the functionality by amending the contract and verifying the net pricing calculations.
  - \* Preventative Actions:
  - \* For all subscription-based products relying on Discount Schedules, ensure Cross Order is enabled during initial configuration.
  - \* Provide training to Salesforce CPQ admins to understand the implications of Discount Schedule settings on pricing.
- By following these steps and verifying the Discount Schedule configuration, the issue can be resolved, ensuring consistent and accurate net pricing during contract amendments.

### NEW QUESTION # 15

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

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

**Answer: B**

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 # 16

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in?

Choose 2 answers

- A. The user that authorizes the calculation service has API Only enabled.
- **B. The user that authorizes the calculation service is a non-human admin user.**
- C. The user must have access to the CPQ quote and all related objects.
- **D. The user's role should be placed at the top of the Role Hierarchy.**

**Answer: B,D**

Explanation:

Considerations for Authorizing Calculation Service:

- \* The Calculation Service must be authorized by a user who has sufficient privileges and stable permissions.

Solution Steps:

- \* Option B: Use a non-human admin user (e.g., an integration user) to authorize the Calculation Service.

This ensures consistent access and avoids disruptions due to personnel changes.

- \* Option C: Place the user at the top of the Role Hierarchy to ensure full visibility and access across relevant objects.

Salesforce CPQ Reference:

- \* Proper user configuration for the Calculation Service is outlined in the CPQ Authorization Guidelines .

### NEW QUESTION # 17

Universal Containers (UC) defines a Warranty Period in a field on its Products and wants to ensure that this Warranty Period is correctly stored on the Asset record. A twin field has been created on the Asset record. UC contracts from the Order. When leveraging the twin field functionality to pass this Information to the Asset record, on which object should the admin create a twin field?

- A. Opportunity Product
- B. Order Product
- C. Product Option
- **D. Quote Line**

**Answer: D**

Explanation:

Requirement:

\* Ensure the Warranty Period from the Product is correctly transferred to the Asset record.

Solution:

\* Create a twin field on the Quote Line because:

\* The Quote Line stores product-specific information during quoting.

\* When the Quote is contracted, the twin field ensures the value is passed to the Order Product and then to the Asset record.

Why Other Options Are Incorrect:

\* A: The Product Option is used within bundles and does not directly transfer to the Asset.

\* B: The Order Product receives data from the Quote Line, so the twin field must originate there.

\* C: The Opportunity Product is not involved in the CPQ twin field data flow.

Salesforce CPQ Reference:

\* Twin fields and their data flow from Quote Line to Asset are detailed in CPQ Field Mapping Documentation .

## NEW QUESTION # 18

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Configuration Type to Allowed and Configuration Event to Always.
- B. Set the Configuration Type to Disabled.
- **C. Set the Configuration Type to Allowed and Configuration Event to Add.**
- D. Set the Active checkbox on Reconfigure Line Custom Action to False.

**Answer: C**

Explanation:

\* Requirement:

\* Prevent users from reconfiguring a bundle after its initial configuration.

\* Solution:

\* Set Configuration Type to Allowed to permit configuration during initial setup.

\* Set Configuration Event to Add to allow configuration only when the product is added, blocking reconfiguration later.

\* Why Other Options Are Incorrect:

\* A: Disabled blocks all configuration, including initial setup.

\* B: Configuration Event = Always allows continuous reconfiguration.

\* D: Reconfigure Line Custom Action is unrelated to this requirement.

\* Salesforce CPQ Reference:

\* Configuration Type and Event settings are documented in Bundle Configuration .

## NEW QUESTION # 19

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