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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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	<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 3	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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 5	<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 6	<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.

Salesforce Certified CPQ Administrator Sample Questions (Q62-Q67):

NEW QUESTION # 62

At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates. At the same time, the Account Management team wants to ensure that all items from one order appear on one contract. What are two ways the CPQ specialist can meet these requirements? (Choose 2 answers)

- **A. Set Contracting Method on the Order to Single Contract.**
- B. Set package Default Order Start Date to Today.
- **C. Set Order Product Date to Today when the record is created using Process Builder.**
- D. Set Quote Contracting Method to By Subscription End Date.

Answer: A,C

Explanation:

For the Fulfillment team's requirement, Order Item dates need to reflect the order creation date rather than Quote Line start dates.

Option C achieves this by using Process Builder to set the Order Product Date to

"Today" upon record creation, overriding any inherited Quote Line dates. For the Account Management team's requirement, all items from one order must appear on a single contract. Option A accomplishes this by setting the Contracting Method on the Order to "Single Contract," ensuring all order products are grouped under one contract regardless of subscription terms. Option B (Default Order Start Date) is a package-level setting that doesn't directly apply to individual order items. Option D (Quote Contracting Method) affects quote-to-contract mapping but doesn't ensure order-based consolidation. Salesforce CPQ documentation supports these configurations for date and contract control.

References: Salesforce CPQ Documentation - "Order Management" and "Contracting Methods".

NEW QUESTION # 63

When Product A is Added to a Primary Quote, sales reps can view the Quote One and make adjustments.

However, an Opportunity One Item is missing for Product A after the Primary Quote has been saved.

What are two possible causes for this behavior?

Choose 2 answers

- A. Product A has "Optional" set to TRUE.

- B. Product A has "Exclude From Opportunity" set to TRUE.
- C. Product A has "Component" set to TRUE.
- D. Product A has "Hidden" set to TRUE.

Answer: C,D

Explanation:

Cause Analysis:

- * Hidden = TRUE: Products marked as hidden do not appear in the Opportunity Line Item after saving the Quote.
- * Component = TRUE: Products flagged as components are part of a bundle and are not directly added as standalone Opportunity Line Items.

Key Settings:

- * These configurations are commonly used for internal or auxiliary products within a bundle or restricted products.

Salesforce CPQ Reference:

- * The behavior is explained under Product Configuration and Quote Mapping .

NEW QUESTION # 64

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line. What is the cause of this behavior?

- A. The org is using legacy amendment and renewal service.
- B. The Non Discountable field is marked True on the Product record for the Quote Line.
- C. A Product Rule is preventing the Additional Discount from being edited.
- D. Additional Discount is a locked field on amendment Quotes.

Answer: D

Explanation:

Scenario Overview:

- * The Additional Discount field cannot be edited during amendments by design in Salesforce CPQ.

Explanation:

- * Salesforce CPQ locks certain fields on amendment Quotes to preserve the original pricing structure and prevent inconsistencies.

Validation:

- * This behavior is standard and cannot be overridden without customizations.

<https://help.salesforce.com/s/articleView?id=000382118&type=1>

NEW QUESTION # 65

Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product Family Y by 10% upon renewal.

Which two action should the admin take to ensure CPQ applies the correct price uplift?

Choose 2 answers

- A. Set the Renewal Pricing Method on the Account to Uplift.
- B. Fill in the Appropriate Renewal Uplift Rate on each Subscription record.
- C. Fill in the appropriate Renewal Uplift Rate on each Quote Line record
- D. Set the Renewal Pricing method on the Contract to Uplift

Answer: A,B

Explanation:

Requirement:

- * Apply different uplift rates to Product Families X and Y upon renewal.

Solution Steps:

- * Option A: Set the Renewal Uplift Rate on each Subscription record for Product Families X and Y.
- * Option C: Configure the Account's Renewal Pricing Method as "Uplift" to enable uplift calculations during renewal.

Why Other Options Are Incorrect:

- * B and D: These options fail to apply the correct rates at the Subscription or Product Family level.

Salesforce CPQ Reference:

- * Uplift rates and Renewal Pricing methods are outlined in CPQ Renewal Configuration Guidelines .

NEW QUESTION # 66

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. Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.
- **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. Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.
- D. Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit 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 # 67

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