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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">• 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 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"> 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.
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Salesforce Certified CPQ Administrator Sample Questions (Q165-Q170):

NEW QUESTION # 165

Given a customer's tiered pricing model, an admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the admin configure the Discount Schedule to meet this requirement?

- A. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.
- C. Set the Discount Unit to Amount, create a custom Override_Amount_c field on the Edit Tiers page, select the User Defined checkbox, and then choose All from the Override Behavior picklist.
- D. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

Answer: A

Explanation:

Requirement Overview:

* Users need to define Discount Tiers where the values are treated as the Regular Price instead of amounts deducted from the List Price.

Solution:

- * Configure the Discount Schedule to:
- * Set the Discount Unit to Amount.
- * Choose All from the Override Behavior picklist.
- * Select the Use Price for Amount checkbox to treat the tier values as Regular Prices.

Steps to Configure:

- * Navigate to the Discount Schedule Record.
- * Set the Discount Unit to Amount.
- * Select All from the Override Behavior picklist.
- * Check the Use Price for Amount box.

Validation:

- * Test the Discount Schedule to ensure the defined tier values are treated as Regular Prices.

NEW QUESTION # 166

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once.

What should the admin set up to satisfy this requirement?

- A. A value of 10 should be added to the Max Options field on the feature record.
- B. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.

- C. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- D. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.

Answer: A

Explanation:

Requirement Overview:

- * Limit users from selecting more than 10 product options within a specific Product Feature.

Key Mechanism:

- * The Max Options field on the Feature record limits the maximum number of product options that can be selected for that feature.

Steps to Configure:

- * Navigate to the Feature Record associated with the Product Bundle.
- * Set the Max Options field to 10.
- * Save and test by adding the Product Bundle to a Quote.

Validation:

- * When a user attempts to select more than 10 product options within the feature, Salesforce CPQ will prevent further selections and display an appropriate message.

NEW QUESTION # 167

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

- A. Opportunity object
- B. CPQ Quote Line object
- C. Core Salesforce Quote object
- D. CPQ Quote object

Answer: A

Explanation:

Advanced Approvals Context:

- * The Opportunity Object is configured out-of-the-box to integrate fully with Advanced Approvals.
- * Other objects, like the CPQ Quote or Quote Line, may require additional customization.

Functionality:

- * Advanced Approvals use Approval Rules, Chains, and Conditions to automate the approval process.
- * Predefined templates and configurations are readily available for the Opportunity Object.

Validation:

- * After installation of the Advanced Approvals package, confirm the Opportunity Object's configuration. No additional setup is required for basic functionality.

NEW QUESTION # 168

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions.

Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- A. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- B. Use Product rules to hide Products from some sales reps.
- C. Create a single Price Book with all Products. Share the Price Book with all users.
- D. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

Answer: A,B

Explanation:

Requirement Overview:

- * Universal Containers wants to restrict sales reps to accessing only region-specific Products while allowing managers to access all Products.

Solution:

* C. Price Books per Region: Create a separate Price Book for each region, associating only the relevant Products. Share each Price Book with the respective sales reps.

* D. Product Rules: Use Product Rules to hide Products from sales reps outside their assigned regions.

Steps to Configure:

* Price Book Setup:

* Navigate to Price Books.

* Create a Price Book for each region and associate the specific Products.

* Use Sharing Rules to share the Price Books with the appropriate sales reps.

* Product Rule Setup:

* Create a Product Rule with a Condition to hide Products based on the user's region.

Validation:

* Test by logging in as a sales rep and verifying that they can only see Products for their assigned region.

NEW QUESTION # 169

An admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the user should not be allowed to select both Product C and Product D at the time.

How should the admin set up Bundle A to accomplish this?

- A. Create a Product Feature and set both Min Options and Max Options to 1.
- B. Create an Option Constraint and set Type = Dependency
- **C. Create an Option Constraint and set Type = Exclusion.**
- D. Create a Product Feature and set both Min Options and Max Options to 4.

Answer: C

Explanation:

Requirement:

* Prevent users from selecting both Product C and Product D in a bundle configuration.

Solution:

* Using an Option Constraint with Type = Exclusion ensures that selecting one product automatically excludes the other.

Why Other Options Are Incorrect:

* A: Dependency constraints ensure one product depends on another, which is the opposite of the requirement.

* B & D: Setting Min Options and Max Options in a Product Feature does not enforce mutual exclusivity.

Salesforce CPQ Reference:

* Option Constraints and their configuration are detailed in CPQ Bundling Guidelines .

NEW QUESTION # 170

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