



Vendor: Salesforce

Exam Code: Sales-Admn-202

Exam Name: Salesforce Certified CPQ Administrator

Version: DEMO

QUESTION 1

Universal Containers is utilizing Lookup Price Rules to pull Daily Rate values from the Rental Rates object. After activating the Price Rule, the admin notices the Daily Rate value remains blank, but the user is still able to save the quote. Which aspect of the Price Rule should the admin review to identify the underlying issue?

- A. Confirm the API Name selected in the SBQQ__LookupObject__c field on the Price Rule record is Inputted accurately.
- B. Confirm the Conditions of the Price Rule are configured accurately based on expected behavior.
- C. Confirm the Tested Field(s) referenced In the Lookup Queries of the Price Rule exist on the Lookup object.
- D. Confirm the Lookup Queries of the Price Rule are configured to pull only a single referenced value from the Lookup object.

Answer: A

Explanation:

Issue Context:

Lookup Price Rules rely on the SBQQ__LookupObject__c field to reference the target object (e.g., Rental Rates).

If this API name is inaccurate or incorrectly input, the rule will fail to retrieve the desired value.

Review Steps:

Go to the Price Rule record.

Check the SBQQ__LookupObject__c field. Confirm the API Name of the Rental Rates object is accurate.

Example: Ensure the API name matches exactly (e.g., Rental_Rates__c).

Additional Checks:

Verify the Lookup Queries. Ensure the filter conditions correctly target a valid record on the referenced object.

QUESTION 2

Universal Containers (UC) sells Product A for an initial, fixed price without the need for renewal behavior. UC must be able to track an individual serial number on the Asset record for each Product A sold. Which Product field value should the admin set up to handle this use case?

- A. Asset Conversion: One Per Line
- B. Subscription Type: One-Time
- C. Asset Conversion: One Per Unit
- D. Subscription Price: List Price

Answer: C

Explanation:

Requirement:

Track individual serial numbers for each unit of Product A sold.

Solution Details:

Asset Conversion Field determines how assets are created from Quote Lines. Setting Asset Conversion to One Per Unit creates one Asset record for each unit sold, allowing tracking of individual serial numbers.

Implementation:

Navigate to the Product Record for Product A.

Set Asset Conversion to One Per Unit.

Justification:

This setup aligns with Salesforce CPQ's approach for granular tracking of Assets associated with product sales.

QUESTION 3

An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page. Which updates should the Admin male to meet this requirement

- A. Update Option Layout on the parent Product record to Wizard.
- B. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- C. Create feature to the parent product and assign all Option to one of the created features.
- D. Update option layout on the parent Product record to Sections.

Answer: D

Explanation:

Requirement:

Users must view and select product options by scrolling on a single page.

Solution Details:

Setting the Option Layout to Sections groups options into expandable/collapsible sections. This creates a scrollable view without navigating multiple pages.

Steps to Update:

Go to the parent Product Record.

Update the Option Layout field to Sections.

Validation: Test the configuration in the Quote Line Editor. Options should now appear grouped by sections.

QUESTION 4

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

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

Answer: C

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.

QUESTION 5

The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction. How should an admin meet the requirement?

- A. Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.
- B. Create a custom field called HideAdditionalDiscount__c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount__c checked.
- C. Create a custom checkbox, Show_Discount__c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.
- D. Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount__c and display it in the Quote Line Editor.

Answer: C

Explanation:

Requirement:

Universal Containers wants to control whether the Additional Discount column appears on the Quote Template.

Solution:

By creating a custom checkbox field (Show_Discount__c), administrators can dynamically control the visibility of the Additional Discount column.

This checkbox is referenced in the Conditional Print Field of the Quote Template Line Column settings for the Additional Discount column.

Mechanism:

When the Show_Discount__c checkbox is TRUE, the column appears.

When FALSE, it does not display.

QUESTION 6

Universal Containers requires a subset of products to be viewed based on a button on the Quote Line Editor. Which Salesforce CPQ functionality will satisfy this requirement?

- A. Custom page security plug-In script
- B. Product Rules of filter type
- C. Price Rules
- D. Custom Action with Search Filter

Answer: D

Explanation:

Requirement:

To allow sales reps to view a subset of products via a button in the Quote Line Editor.

Solution:

A Custom Action with a Search Filter is configured to dynamically limit the displayed products.

Mechanism:

The Custom Action triggers the Product Selection process, with the Search Filter applying criteria to display only the desired subset of products.

QUESTION 7

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activities the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product. What should the user see on the renewal Quote?

- A. Additional discounts from the original Quote will automatically populate on the renewal.
- B. The renewal Quote start date will be the Contract end date plus one day.
- C. Optional products from the original Quote will pull into the renewal.
- D. All Quote Line items will be pulled through from the original Quote.

Answer: A

Explanation:

Scenario:

Renewal Pricing Method is set to List, and the Quote contains standalone fixed-price subscription and non-subscription products.

Behavior:

Discounts from the original Quote are carried forward to the renewal Quote automatically as part of the renewal process, ensuring consistency in pricing.

QUESTION 8

When sold a la carte, a processor Product should be priced at USD 200 and EUR 150. When sold as a component of a laptop bundle in USD, this processor should be priced at USD 180 and EUR 135. If Universal Containers must enable multi-currency, how should the admin implement this discounted price?

- A. Set the Unit Price field on the processor Product Option to a value of 180.
- B. Set the Discount % field on the processor Product Option to 10%.
- C. Set the Bundled checkbox to True.
- D. Create a new Product record with a USD 180 Price Book Entry for the discounted Processor.

Answer: C

Explanation:

Requirement:

The processor is priced differently when sold as a standalone product versus as part of a laptop bundle.

Solution:

Marking the processor as Bundled ensures the discounted price applies only when it is part of the laptop bundle.

Mechanism:

When the Bundled checkbox is TRUE, Salesforce CPQ applies the discounted pricing for bundle components based on the defined Price Book Entry.

QUESTION 9

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule. Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- B. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- C. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- D. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

Answer: B

Explanation:

Requirement:

Hide products with the Product Family "Software" when a Configuration Attribute is set to "Perpetual."

Solution:

Use an Error Condition to evaluate the Product Family value on the Product Option record.
Configure a Product Action to Show all products except those with the Product Family "Software."

Mechanism:

The Error Condition evaluates the Configuration Attribute's value against the Product Option. The Product Action ensures visibility is dynamically controlled based on the evaluated condition.

QUESTION 10

An admin has a requirement within a specific bundle to ensure that Product B is automatically selected when the user selects Product A. The admin correctly configured a Product Rule to meet this requirement, however Product B remains unselected when Product A is checked. What does the admin need to adjust so the Product Rule fires as expected?

- A. Set Apply Immediately to True on Product Option record for Product A.
- B. Set System field to True on Product Option record for Product B.
- C. Set System field to True on Product Option record for Product A.
- D. Set Apply Immediately to True on Product Option record for Product B.

Answer: A

Explanation:

Requirement Overview:

When Product A is selected, Product B should be automatically selected within the bundle. The admin created a Product Rule, but it fails to trigger immediately.

Key Mechanism:

The Apply Immediately checkbox ensures that the Product Rule executes as soon as the parent Product (Product A) is selected. Without this, the rule may not fire until additional actions (e.g., clicking Calculate) occur.

Steps to Resolve:

Navigate to the Product Option record for Product A.

Set the Apply Immediately field to True.

Save and test the configuration by adding the bundle to a Quote.

Justification:

"Apply Immediately" is required for Product Rules to trigger instant actions, ensuring dependencies like auto-selection are respected without delay.

QUESTION 11

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price. Which CPQ package settings should UC use to meet the business requirement?

- A. Subscription Term unit: MonthSubscription Prorate Precision: Day
- B. Subscription Term unit: MonthSubscription Prorate Precision: Month
- C. Subscription Term unit: MonthSubscription Prorate Precision: Month + Daily
- D. Subscription Term unit: DaySubscription Prorate Precision: Day.

Answer: B

Explanation:

Requirement Overview:

Universal Containers wants to sell monthly subscriptions and round additional days up to the nearest month when calculating prorated prices.

Solution Details:

Subscription Term Unit = Month: Ensures that subscriptions are billed on a monthly basis.

Subscription Prorate Precision = Month: Rounds up additional days to the next month.

Steps to Configure:

Navigate to CPQ Package Settings > Subscription and Renewal Settings.

Set the Subscription Term Unit to Month.

Set the Subscription Prorate Precision to Month.

Save and test the configuration by creating a Quote with subscription products.

Validation:

Ensure that additional days are rounded up to the next month in the prorated pricing calculation.

QUESTION 12

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote. How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- B. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- C. Create a Twin Field of the Square Footage field on the Quote Line object.
- D. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.

Answer: D

Explanation:

Requirement Overview:

Sales reps want the Square Footage value on a Configuration Attribute to persist when renewing a Quote.

Twin Field Mechanism:

Twin Fields ensure that data is retained and mapped between related objects. Creating Twin Fields on the Asset and Subscription objects allows the Square Footage value to be carried forward during renewals.

Steps to Configure:

Create a custom field for Square Footage on the Asset and Subscription objects. Ensure the API names of these fields match the Configuration Attribute API name. Test the renewal process to confirm the value persists.

Validation:

The Square Footage value should automatically populate in the renewal Quote without manual entry by the sales rep.

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