

# **B** **2B-COMMERCE-ADMINISTRATOR**<sup>Q&As</sup>

Salesforce Accredited B2B Commerce Administrator

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## QUESTION 1

A company sells various sizes of rubber O-Rings individually and in packs of 12. The company wants to present the customer with all O-Ring purchasing options within a single Product Detail Page.

Which two Salesforce B2B Commerce functionalities should the company use?

Choose 2 answers

- A. Pricing Tiers
- B. Aggregate Product Type
- C. Attribute Driven Commerce
- D. Multiple Price List Items per Product

Correct Answer: BC

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## QUESTION 2

Which statement is true when changing language in the My Account profile area?

- A. If a storefront user switches the Language selector to Spanish, it will only show products associated to price lists that have the Spanish localization.
- B. The Language selector In My Account will only show languages that my price lists have an ISO code for.
- C. The Language selector in My Account will show all available languages In the CC ADMIN localization area for the given storefront
- D. If a storefront user switches the Language to Spanish, and there are no products with Spanish localization, the expected behavior is to show products storefront language.

Correct Answer: C

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## QUESTION 3

Which two statements are true regarding the proper setup of subscriptions?

Choose 2 answers

- A. There must be two CC pricelist items for each subscription, the upfront cost and recurring price.
- B. A business user can define a standard product and SubProdTerm can be defined to enable a customer to purchase a subscription.
- C. The storefront associated with the SPT will provide the entitlement needed to display the subscription in the catalog for the given customer.

D. Only one SPTs can be defined \or a subscription.

Correct Answer: AC

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#### QUESTION 4

How can a category be moved to display in the category widget from the bottom to the very top?

- A. Set its sequence value higher than any other category.
- B. set its sequence value lower than any other category.
- C. Set its parent category to the "First Category" category section.
- D. Set its sequence value higher than any other category.

Correct Answer: B

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#### QUESTION 5

Salesforce B2B Commerce Community Users can run on which three Selesforce License Types?

Choose 3 answers

- A. Customer Community
- B. Customer Portal License
- C. Customer Community Plus
- D. Customer Cloud License
- E. Partner Community

Correct Answer: CE

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#### QUESTION 6

Which two statements are true regarding price lists?

Choose 2 answers

- A. When using the promotions pricing strategy, each custom has a promotion. The Salesforce B2B Commerce storefront reflects all products defined across all promotions.
- B. Using the Marketplace pricing strategy, as a buyer if a customer adds product X to my cart from both Seller A and Seller B. the customer's cart will reflect two line items for the same product X at each price point.
- C. When using Effective Accounts Parent-child hierarchy, the parent account has the CC Account Group and pricelist(s)

while child accounts do not require CC Account Group.

D. When using standard CC Product pricing a business user can achieve customer specific pricing by creating a CC Product.

Correct Answer: BD

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## QUESTION 7

A company recently acquired two separate businesses, both of which have two separate e-stores. The company wants to migrate these eStore to Salesforce B2B Commerce, consolidating into a single platform.

Initially, the company wants these two stores to run independently of one another with their own set of customers (Customers on one storefront should not be able to login into other storefront) and their own look and feel, as well as their own product offering.

How should the Salesforce B2B Commerce consultant meet these business requests?

- A. Multiple Storefronts Storefront Associations
- B. Single Storefront. Multiple Account Groups
- C. Single Storefront, effective Accounts
- D. Multiple Salesforce Communities, Multiple Storefronts, Multiple Salesforce Profiles

Correct Answer: B

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## QUESTION 8

Where is the from address configurable for emails sent from Salesforce B2B Commerce in workflow steps such as request password, checkout, or email cart?

- A. Salesforce B2B Commerce storefront settings
- B. Account
- C. CC Account Group
- D. Salesforce community settings

Correct Answer: A

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## QUESTION 9

How should a Salesforce B2B Commerce Attribute record be designated as a Parent Attribute?

- A. Define the 'Child Attribute' relation field
- B. Prefix the Attribute name with 'PARENT.'
- C. Leave the 'Parent Attribute' relation field blank
- D. Select the 'Parent Attribute' Checkbox

Correct Answer: C

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## QUESTION 10

How is Anonymous checkout enabled?

- A. By creating a global configuration setting called AnonChk and setting the value to enabled for the Checkout Module.
- B. By setting the status on a Product to Released.
- C. By going to CC ADMIN | Global settings | Settings and selecting "Allow anonymous checkout".
- D. By going to CC ADMIN | storefront name | Checkout Settings and selecting "Allow anonymous checkout"

Correct Answer: D

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## QUESTION 11

Which three statements apply to display product specs on the Product Detail Page?

Choose 3 answers

- A. Select the display Is Visible In Catalog on the Spec.
- B. Add page section "spec-all to the Product Detail Page.
- C. Assign a value to the spec for the given product.
- D. You must set the PDP page configuration setting DSPspecs to TRUE for the storefront or globally.
- E. The account group must be un-assigned to the customer.

Correct Answer: ABC

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## QUESTION 12

Which two Product Statuses enable a user to view a product?

Choose 2 answers

- A. Blocked

B. Not Orderable

C. Released

D. Visible

E. viewable

Correct Answer: BC

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### QUESTION 13

A business user configures their price lists associated to the customer's account group. What is the best practice for giving customers access to a discounted set of products upon login?

A. Create a new price list and individually add a new price list item for all products to be included.

B. Create a coupon for a percentage discount off the cart total.

C. Export the price list, perform a change function, then re-upload the price list.

D. A Clone a price list and use the mass update function to adjust the prices.

Correct Answer: D

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### QUESTION 14

In what type of Salesforce construct are Storefront themes stored?

A. Visualforce Pages

B. Attachment

C. Static Resource

D. Custom Object

Correct Answer: C

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### QUESTION 15

Which three standard Salesforce Objects does Salesforce B2B Commerce use?

Choose 3 answers

A. Product

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B. User

C. Account

D. Order

E. Contact

Correct Answer: BCE

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