

# Salesforce.B2B-Commerce-Administrator.v2024-01-11.q54

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## NEW QUESTION: 1

Which entities do not need the "Public Read Only" access level to enable external buyers to view products on the storefront?

- A. Order Delivery Method
- B. Catalog
- C. Product Media
- D. Price Book

**Answer: D (LEAVE A REPLY)**

## NEW QUESTION: 2

What are three best practices for controlling where a promotion is shown within a given storefront?

Choose 3 answers

- A. setting the Page Location for the promotion to the pages you want it displayed on
- B. A page promotion can adjust the price of a product on the PIP page
- C. Setting the Promotions location configuration setting to the appropriate location string
- D. Setting Location Display Sequence to the order in which you want the promotion to display relative to other promotions within the same space
- E. Setting the Location Type to where you want the promotion to display on the page

**Answer: A,D,E (LEAVE A REPLY)**

## NEW QUESTION: 3

An Administrator needs to support a unique use case with an exclusive line of products.

Only certain stores as 'Premium' Status should contain an exclusive list of products. All of the other products outside of the exclusive product line should be available in all stores. Is it possible to support this use case of store-specific products in B2B Commerce?

- A. yes this is supported by the B2B commerce data model
- B. No the data model does not support this type of configuration
- C. Yes there is an exclusive line checkbox on the product entity which supports this scenario.

**Answer: A (LEAVE A REPLY)**

D, No the product must be filtered with custom code

#### **NEW QUESTION: 4**

In which order do Page Configuration values roll-up?

- A. Storefront All > Storefront Page > Global All > Global Page
- B. Global Page > Global All > Storefront Page > Storefront All
- C. Storefront Page > Storefront All > Global Page > Global All
- D. Global All > Global Page > Storefront All > Storefront Page

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 5**

Which two descriptions accurately describes a Kit Product Type?

Choose 2 answers

- A. A Kit Is a tightly related set of products.
- B. The pricing Kit price is determined by the price list item associated with the Kit.
- C. A Kit K constructed by the customer.
- D. The pricing Kit Is determined by the products contained in the Kit

**Answer: B,C (LEAVE A REPLY)**

#### **NEW QUESTION: 6**

Which step can an Admin take to present different user experiences to different Buyers in a Storefront?

- A. create audiences to define different segments
- B. Link the Store to multiple Communities
- C. Use component variations
- D. Associate the branding to specific buyer groups

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 7**

What status allows an administrator to edit content directly?

- A. Editable
- B. Draft
- C. Review

D. Preproduction

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 8**

What mechanism can the administrator use to migrate store settings from one store to another?

- A. Change sets
- B. Store Syndication
- C. Store Launcher
- D. Data Merge

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 9**

Which preference is required to successfully Run B2B eCommerce checkout?

- A. Enable account relationships
- B. Allow customer users to change case statuses
- C. Enable optional price books for orders
- D. Enable Zero Quantity

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 10**

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

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 11**

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. Select the 'Parent Attribute' Checkbox
- D. Leave the 'Parent Attribute' relation field blank

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 12**

How can an admin configure the checkout time-to live?

- A. Update TTL properties in Order Settings under Setup
- B. Update WebStore properties in Store Administration
- C. Find a WebStore and Update properties and update Checkout TimeToLive
- D. Find a WebCart and update Checkout TimeToLive

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 13**

What are Two advantages of having commerce and CRM data together?

- A. Reduced number of integrations with other systems
- B. Personalized experiences based on a history of interactions
- C. Duplication of account information
- D. Multiple Logins to interact with each system

**Answer: A,B (LEAVE A REPLY)**

**NEW QUESTION: 14**

Which three configuration aspects must be set up outside the commerce app in order to deploy and activate B2B Commerce instance both for internal and external users?

- A. Salesforce CMS
- B. Multi-Factor Authentication
- C. Experience Sites
- D. Profiles and permission set
- E. Custom Attributes

**Answer: B,D,E (LEAVE A REPLY)**

**NEW QUESTION: 15**

Which three elements are critical prior to metalling the Cloudcraze managed package?

Choose 3 answers

- A. Ensure the user doing the Install has a Role.
- B. Verified Customer Community licenses exist
- C. Ensure that there is a full set of Salesforce B2B Commerce Data.
- D. Created a customer community profile.
- E. Ensure the customer has the community cloud license installed.

**Answer: A,B,D (LEAVE A REPLY)**

**NEW QUESTION: 16**

What step is required before the administrator can see orders?

- A. Give visible Field-Level Security on the Store Sales field for Orders
- B. Give Read-Only Field-Level Security on the Sales Store field for Orders
- C. Give Visible Field-Level Security on the Sales Store Field for Orders
- D. Give read-only Field Level Security on the Sales Store field for Orders

Answer: ([SHOW ANSWER](#))

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**NEW QUESTION: 17**

Which two features are needed in a scratch org definition file to deploy and enable B2B Commerce?

- A. B2B Commerce
- B. Advanced Reports
- C. Scratch Orgs are not Supported
- D. Communities

Answer: **A** ([LEAVE A REPLY](#))

**NEW QUESTION: 18**

What is true of externally priced products functionality in Salesforce B2B Commerce?

- A. They have their own PDP.
- B. Ones with Line level coupons can be applied accounts.
- C. They do not leverage the CC Cart Line Item object.
- D. They do not apply Salesforce B2B Commerce pricing logic to the product.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 19**

Which two preferences are required to successfully run B2B on Lightning Commerce Checkout?

- A. Enable Orders
- B. Enable Optional Price Books for Orders
- C. Enable Negative Quantity
- D. Enable Account Relationship

Answer: **A,C** ([LEAVE A REPLY](#))

**NEW QUESTION: 20**

In which two ways can Tiered Pricing tables In- input?

Choose 2 answers

- A. JSON text field
- B. The CC Product Record
- C. SOQL Query
- D. Visualforce component on the Price List Item

**Answer: A,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 21**

In which two instances should an Administrator perform a search index? (Select 2 answers)

- A. After making changes to the Product Detail Page layout in Lightning Experience Builder
- B. After adding a new custom component to the Product Detail Page
- C. After making a delta load for the Product Catalog
- D. After making changes to shipping calculation settings for Checkout
- E. After adding a new category with a product under it which is ready to be sold

**Answer: C,E ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 22**

Acne corporation is selling parts through their distributors. Their Distributors purchase products from them and resell those to individual Consumers. which relationship is represented by ACME seling to their distributors?

- A. B2C
- B. D2C
- C. A2Z
- D. B2B

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 23**

Which two options are available for providing a mobile experience to Salesforce B2B Commerce Buyers?

- A. Flash application
- B. Mobile app via Mobile Publisher
- C. Responsive web experience
- D. PWA pre-built with B2B commerce

**Answer: B,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 24**

What profile or permission set is needed for Buyers that need Account switching on the Storefront?

- A. B2B Commerce Super User
- B. Commerce User

- C. Account Switcher User
- D. B2B commerce User

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 25**

Which three field types can be added as Searchable fields?

- A. Currency
- B. Picklist
- C. Text Area
- D. Auto Number
- E. Formula

**Answer: B,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 26**

On which Salesforce B2B Commerce Object is the "Best Price" PriceList Selection Method set for contract pricing?

- A. CC Category
- B. CC Price List Object
- C. CC Product
- D. CC Account Group

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 27**

An administrator is trying to figure out what steps remain before their store can be deployed. They have completed assigning a Catalog to the Store and assigning Buyer Groups to the Store. Which two steps must the administrator complete as part of the Store setup wizard?

- A. Configure checkout flow
- B. Assign Price Books to a store
- C. Build the search index
- D. Load shipping costs
- E. Load tax rates

**Answer: B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 28**

An admin is trying to determine what steps remain before their Store can be deployed. They have completed assigning a catalog to Store and assigning Buyer Groups to the store. Which step must the admin also complete as part of the store setup Wizard?

- A. Build the search Index
- B. Load tax rates
- C. Configure Checkout Flow

D. Load Shipping Costs

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 29**

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

Choose 3 answers

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

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 30**

Which two statements are true assuming Salesforce B2B Commerce is installed in the production org?

Choose 2 answers

- A. When creating a Developer or Developer PRO sandbox the project must reinstall the CCSW managed package.
- B. When creating a partial copy sandbox using a sandbox template that is copying SFDC accounts, contact and opportunities need to execute the post installation steps found in the installation guide for my version.
- C. A When creating a Developer or Developer PRO sandbox the project needs to execute the post Installation steps found in the installation guide for my version.
- D. When creating a full copy sandbox the project needs to execute the post installation steps found in the installation guide for my version.

**Answer: C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 31**

What two options are available for a Product Class?

- A. Variation Parent Product
- B. Variation Product
- C. Expansion Product
- D. Basic Product

**Answer: A,D ([LEAVE A REPLY](#))**

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**NEW QUESTION: 32**

An administrator at Universal Containers (UC) wants to supply buyers with product-related information. Which two content types can an admin use to provide buyers with product-related information?

- A. Asset
- B. Image
- C. File
- D. Document

**Answer: B,D (LEAVE A REPLY)**

**NEW QUESTION: 33**

In order to have the most efficient process for Administrators, What three Related Lists should be added to the Account page Layout as part of the setup process?

- A. Community Members
- B. Cart
- C. Contact Point Address
- D. Contact Points
- E. Community Membership

**Answer: B,C (LEAVE A REPLY)**

**NEW QUESTION: 34**

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.

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 35**

What must an Admin setup in order to use an approved entity in a CRM collection?

- A. Sales List View
- B. CRM List View
- C. Service List View
- D. Global List View

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 36**

How many Catalogs can an admin assign to a single store?

- A. 1.0
- B. 2.0
- C. 5.0
- D. 3.0

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 37**

What are three configuration options for Effective Accounts?

Choose 3 answers

- A. Account Group
- B. Brother-Sister
- C. Entitled
- D. Parent-Child
- E. Lateral

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 38**

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

Choose 2 answers

- A. Blocked
- B. Not Orderable
- C. Visible
- D. viewable
- E. Released

**Answer: B,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 39**

The storefront contains Products that are in multiple categories. How can the admin choose which Category displays in the breadcrumb?

- A. Set the Category to "Show in Menu"

- B. Set the Category as priority 0
- C. Set the Category as priority 1
- D. Set the Category as the Primary Category

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 40**

Where can an administrator configure an alternative or new checkout flow?

- A. Experience Builder on the Checkout page
- B. Checkout Button on the Cart page
- C. Process Builder Button in Experience Builder
- D. Store tile in the Commerce app

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 41**

The layout of a page has been changed from one column to three column. What needs to be done next in order to see the changes on the storefront?

- A. Performing Indexing.
- B. Reset the org.
- C. Assign a new pricelist
- D. Rebuild the configuration cache.

**Answer:** D ([LEAVE A REPLY](#))

**NEW QUESTION: 42**

In order to have the most efficient process for Administrators, What three Related Lists should be added to the Account page Layout as part of the setup process?

- A. Community Membership
- B. Contact Point Address
- C. Cart
- D. Community Members
- E. Contact Points

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 43**

Which product type should be used to offer slight variations of the same product on one product detail page?

- A. Aggregated Product
- B. Component Product
- C. Composite Product
- D. Variant Product

**Answer:** D ([LEAVE A REPLY](#))

**NEW QUESTION: 44**

Which integrations are out-of-the-box features provided with B2B Commerce?

- A. Pricing and Tax only
- B. Inventory, Pricing, Shipping, Tax
- C. Pricing, Tax, Loyalty, Inventory
- D. Tax and Shipping only

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 45**

What is the fastest way to deploy and activate a sample B2B Storefront?

- A. Deploy with a fresh dev org and import data
- B. Perform a search Index operation with the lead sample data checkbox checked.
- C. Deploy with sample data right after store Creation
- D. Get the Capricorn Data Complete json file from the partner community and Import

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 46**

How can a customer restrict one Buyer Group from viewing product pricing while allowing it for another Buyer Group in the same Store Front?

- A. Misdirection
- B. Catalogs
- C. Sharing rules
- D. Entitlements

**Answer: D (LEAVE A REPLY)**

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**NEW QUESTION: 47**

What is true of externally priced products functionality in Salesforce B2B Commerce?

- A. They have their own PDP.
- B. They do not apply Salesforce B2B Commerce pricing logic to the product.
- C. They do not leverage the CC Cart Line Item object.

D. Ones with Line level coupons can be applied accounts.

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 48**

Which two statements are true about Salesforce B2B Commerce Price Lists?

Choose 2 answers

A. A price list must contain prices for all products in the system.

B. A price list is specific to a certain currency.

C. A price list may be set to become enabled In the future.

D. A price list may only be associated with a single user.

**Answer: B,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 49**

In which three instances should an Administrator perform a search Index? 3 Answers

A. After adding a new category with a product under it which is ready to be sold.

B. After making changes to tax calculation settings for Checkout

C. After making a delta load for the Product Catalog

D. After updating the description of 10 products.

E. After making changes to the Product Detail Page layout in Lightning Experience Builder

**Answer: A,C,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 50**

Which three Pricing AdjustmentMethods can be utilized for Tiered Pricing?

Choose 3 answers

A. Discount Price

B. Price Adjustment

C. Percentage Adjustment

D. Quote Price

E. Absolute Price

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 51**

Which two methods can Product Specs be used as a filter type?

Choose 2 an answers

A. Dynamic Range

B. Checkbox

C. Radio Button

D. Slider

**Answer: B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 52**

Which three field types can an administrator set as filterable fields for Search?

- A. Picklist
- B. Checkbox
- C. Picklist(Multi-Select)
- D. Text
- E. Currency

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 53**

An Admin needs to prevent a category from displaying in the navigation menu, Which feature allows the admin to do this?

- A. Show in Menu
- B. Category Exclusion
- C. Category deactivation
- D. Menu Exclusion

**Answer:** A ([LEAVE A REPLY](#))

**NEW QUESTION: 54**

Which two places can the administrator go to set up variation products using the B2B commerce apps navigation menu?

- A. Product Workspace
- B. Commerce setup
- C. Entitlement Policies
- D. Catalogs.
- E. Products

**Answer:** B,E ([LEAVE A REPLY](#))

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