



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

Salesforce Accredited B2B Commerce Administrator

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### QUESTION 1

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 2

Which Salesforce B2B Commerce functionality enables Users to place orders on behalf of an account?

- A. Account Sharing
- B. Account Sets
- C. Effective Account
- D. Dynamic Pricelist

Correct Answer: C

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### QUESTION 3

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 4

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 5

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 6

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

Choose 2 answers

- A. A price list is specific to a certain currency.
- B. A price list may be set to become enabled In the future.
- C. A price list must contain prices for all products in the system.
- D. A price list may only be associated with a single user.



Correct Answer: AB

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### QUESTION 7

Which three standard Salesforce Objects does Salesforce B2B Commerce use?

Choose 3 answers

- A. Product
- B. User
- C. Account
- D. Order
- E. Contact

Correct Answer: BCE

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### QUESTION 8

Where can the URL to a Community be found?

- A. From Setup, search All Communities
- B. From Setup, search Community Settings
- C. Storefront Specific Settings
- D. CC Admin

Correct Answer: A

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### QUESTION 9

Which three statement regarding Storefront Associations?

Choose 3 answers

- A. Restricted access to a particular storefront at the account cm account group level.
- B. Multiple communities can use the same storefront.
- C. Salesforce security settings at the community level can be ignored and leverage the security settings present within storefront associations
- D. A default storefront is available for a given community.



E. Restricted access to a particular storefront at the account group level only

Correct Answer: ABD

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#### QUESTION 10

What accurately describes a Dynamic kit Product Type?

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

Correct Answer: C

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#### QUESTION 11

Which two statements are true when upgrading Salesforce B2B Commerce from Release A to Release B?

Choose 2 answers

- A. Take a backup of all your Salesforce B2B Commerce data, since all data is most likely to get erased during the upgrade.
- B. Salesforce B2B Commerce upgrades do not touch data in Salesforce B2B Commerce objects
- C. Salesforce B2B Commerce upgrades ONLY replaces and adds to Managed Package Meta Data already installed.
- D. Take a backup of all the Salesforce B2B Commerce extensions, since most likely all the extensions are going to be overwritten.

Correct Answer: BC

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#### QUESTION 12

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

Choose 2 answers

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

Correct Answer: AB

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### QUESTION 13

In which location is the first price Tier defined when using Tiered Pricing?

- A. The Default Storefront Pricelist
- B. The Price field on the respective Pricelist Item Record
- C. The Tiered Pricing Lightning Component
- D. The CC Product Record

Correct Answer: B

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### QUESTION 14

In which order do Page Configuration values roll-up?

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

Correct Answer: C

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### QUESTION 15

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

Correct Answer: D

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