[Jun-2022 Salesforce B2B-Commerce-Administrator Exam Practice Test Questions - ExamsLabs [Q14-Q38
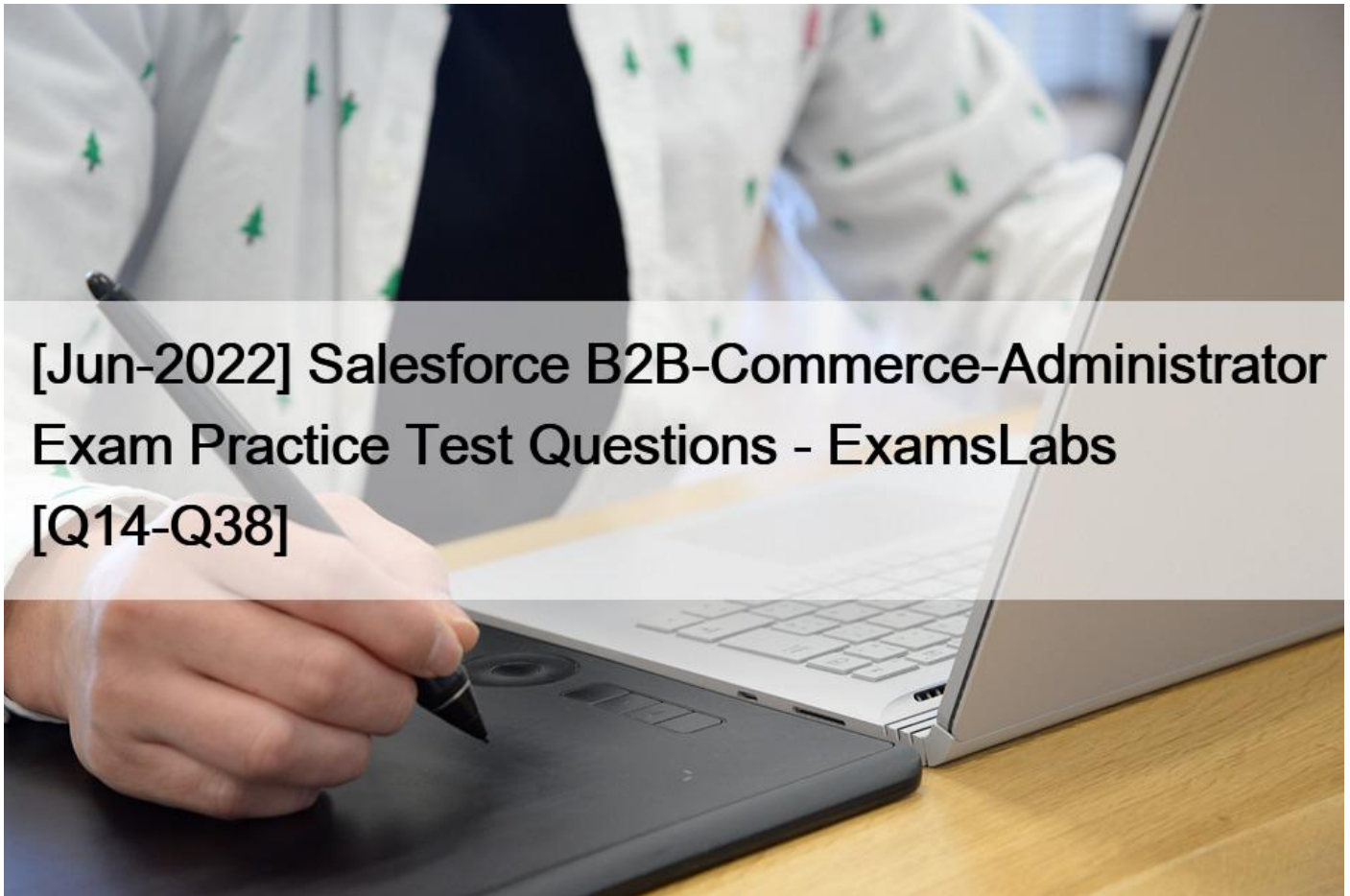

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Updated Certification Exam B2B-Commerce-Administrator Dumps - Practice Test Questions

Here is the difficulty in writing the Salesforce B2B-Commerce-Administrator: Salesforce Accredited B2B Commerce Administrator Exam

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NO.14 What is true of externally priced products functionality in Salesforce B2B Commerce?

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

NO.15 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
* Pricing Tiers
* Aggregate Product Type
* Attribute Driven Commerce
* Multiple Price List Items per Product

NO.16 Which two features are enabled after creating public groups to enable anonymous uteri if the Organization-Wide Default (OWD) for Account is set to Private?

Choose 2 answers
* register
* browse
* line level independence
* checkout

NO.17 How is Anonymous checkout enabled?
* By creating a global configuration setting called AnonChk and setting the value to enabled for the Checkout Module.
* By setting the status on a Product to Released.
* By going to CC ADMIN I Global settings | Settings and selecting “Allow anonymous checkout”.
* By going to CC ADMIN | storefront name | Checkout Settings and selecting “Allow anonymous checkout”

NO.18 What accurately describes a Dynamic kit Product Type?
* A Kit is a tightly related set of product.
* The pricing Kit price is determined by the pricelist item associated with the Kit.
* A Kit is constructed by the customer.
* The pricing Kit is determined by the products contained in the Kit.

NO.19 After updating a Page Label record, which action is required to see those changes reflected in a storefront?
* Rebuild and activate Configuration Cache in CC Admin > Global Settings > Configuration Cache Management.
* Deactivate and Activate the storefront community.
* Clear browser Cache on the computer.
* Refresh Page Label Cache in CC Admin > Global Settings > Indexing.

NO.20 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?
* Assign a new pricelist
* Reset the org.
* Performing Indexing.
* Rebuild the configuration cache.

NO.21 What are three best practices for controlling where a promotion is shown within a given storefront?

Choose 3 answers
* Setting the Promotions location configuration setting to the appropriate location string
* A page promotion can adjust the price of a product on the PIP page
* Setting Location Display Sequence to the order in which you want the promotion to display relative to other promotions within the same space
* setting the Page Location for the promotion to the pages you want it displayed on
* Setting the Location Type to where you want the promotion to display on the page

NO.22 What is the difference between a Kit end a Bundle?
* The pricing of a Bundle is determined by the price list item associated with the Bundle.
* A Bundle is constructed by the customer.
* The pricing of a Bundle is determined by the products contained in the Bundle, but a Kit price is determined by the price list item associated with the Kit.
* A Bundle is a tightly related set of products.

NO.23 On which Salesforce B2B Commerce Object is the “Best Price” PriceList Selection Method set for contract pricing?
* CC Category
* CC Product
* CC Account Group
* CC Price List Object

NO.24 How can a category be moved to display in the category widget from the bottom to the very top?
* Set its sequence value higher than any other category.
* set its sequence value lower than any other category.
* Set its parent category to the “First Category” category section.
* Set its sequence value higher than any other category.

NO.25 A Salesforce B2B Commerce Community User authenticates to the storefront but does not see not entitled Products.

What are three potential causes a user may NOT see entitled Products?

Choose 3 answers
* Account Group of user’s Account does not have any Price lists associated to it.
* The Account Group is only associated to one pricelist.
* Entitled pricelists are associated to a different community.
* Salesforce B2B Commerce custom flied “Currency” on User Object is not populated.
* Products in the pricelists are marked “in Creation” Status.

NO.26 Which two descriptions accurately describes a Kit Product Type?

Choose 2 answers
* The pricing Kit Is determined by the products contained in the Kit
* A Kit K constructed by the customer.
* The pricing Kit price is determined by the price list item associated with the Kit.
* A Kit Is a tightly related set of products.

NO.27 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?

* Create a new price list and individually add a new price list item for all products to be included.
* Create a coupon for a percentage discount off the cart total.
* Export the price list, perform a change function, then re-upload the price list.
* A Clone a price list and use the mass update function to adjust the prices.

NO.28 Which three statement regarding Storefront Associations?

Choose 3 answers
* Restricted access to a particular storefront at the account cm account group level.
* Multiple communities can use the same storefront.
* Salesforce security settings at the community level can be ignored and leverage the security settings present within storefront associations
* A default storefront is available for a given community.
* Restricted access to a particular storefront at the account group level only

NO.29 How does a product display in the storefront when a product status is “Released”?
* The product is searchable andcan be displayed on the PLP and POP page, the price Is displayed but the add to cart button is hidden,
* Since the product is not orderable. search will not find and display the product.
* The product is searchable and can be displayed on the PLP and POPpage. The price and add to cart button is displayed assuming a price list item present.
* The product is searchable and displayed on the PLP page, however the POP page will display the default message ”product is not orderable at this time”

NO.30 Where can the URL to a Community be found?
* From Setup, search All Communities
* From Setup, search Community Settings
* Storefront Specific Settings
* CC Admin

NO.31 What is true about the use of Product Specs?
* They can be applied to accounts.
* They can be Included as a condition to be tested on a promotion rule.
* They can be used to define product specific pricing
* A They can be used in the faceted search and/or displayed on the POP specifications tab.

NO.32 Which two statements are true assuming Salesforce B2B Commerce id installed in the production org?

Choose 2 answers
* When creating a Developer or Developer PRO sandbox the project must reinstall the CCSW managed package.
* 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.
* When creating a full copy sandbox the project needs to execute the post installation steps found in the installation guide for my version.
* 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.

NO.33 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?
* Multiple Storefronts Storefront Associations
* Single Storefront. Multiple Account Groups
* Single Storefront, effective Accounts
* Multiple Salesforce Communities, Multiple Storefronts, Multiple Salesforce Profiles

NO.34 What accurately describes a Bundle Product Type?
* A Bundle is constructed by the customer.
* The pricing of a Bundle Is determined by the products contained in the Bundle.
* The pricing of a Bundle Is determined by the pricelist item associated with the Bundle.
* A Bundle is a tightly related set of products.

NO.35 Which two statements are true when upgrading Salesforce B2B Commerce from Release A to Release B?

Choose 2 answers
* Take a backup of all your Salesforce B2B Commerce data, since all data is most likely to get erased during the upgrade.
* Salesforce B2B Commerce upgrades do not touch data in Salesforce B2B Commerce objects
* Salesforce B2B Commerce upgrades ONLY replaces and adds to Managed Package Meta Data already installed.
* Take a backup of all the Salesforce B2B Commerce extensions, since most likely all the extensions are going to be overwritten.

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