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Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q89-Q94):

NEW QUESTION # 89

Which status does CMS content need to be in to edit the record?

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

Answer: D

Explanation:

CMS content must be in the D. Draft status to be editable. This status indicates that the content is in the initial stages of creation or modification and has not yet been finalized for publication. Draft status allows administrators to make changes before the content is reviewed, approved, and published, ensuring that only fully vetted and complete content is made available to end-users.

NEW QUESTION # 90

A client would like to set up a Priority Pricing Model.
On which object is the Priority field that determines the priority of pricing?

- A. Entitlement Policy
- B. Price Book
- **C. Buyer Group Price Book**
- D. Buyer Group

Answer: C

Explanation:

For setting up a Priority Pricing Model, the Priority field that determines the priority of pricing is found on the D. Buyer Group Price Book object. This field allows administrators to define the precedence of price books for different buyer groups, ensuring that the correct pricing is applied based on predefined priorities.

NEW QUESTION # 91

An Administrator needs to support a unique use case with an exclusive line of products. Only certain stores designated as "premier" 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. There is an exclusive line checkbox on the Product entity which supports this scenario.
- B. No. The products must be filtered with custom code.
- C. No. The data model does not support this type of configuration.
- **D. Yes. This is supported by the B2B Commerce data model.**

Answer: D

Explanation:

Supporting store-specific products, including an exclusive line of products for "premier" status stores, is supported by the B2B Commerce data model (C). This capability allows for the configuration of product availability and visibility based on store status or other criteria, enabling differentiated product offerings across various store types.

NEW QUESTION # 92

An Administrator needs to add a B2B Commerce store to a site that already exists.

Which two Experience Cloud templates could the Administrator use for this?

- **A. Build Your Own**
- **B. Customer Account Portal**
- C. Customer Service
- D. Visualforce + Tabs

Answer: A,B

Explanation:

To add a B2B Commerce store to an existing site, the Administrator could use the A. Customer Account Portal or B. Build Your Own Experience Cloud templates. The Customer Account Portal template provides a framework for account management and commerce functionalities, while the Build Your Own template offers flexibility in designing a custom experience that can include B2B Commerce features.

NEW QUESTION # 93

A company sells products to industrial customers and only wants the customers to purchase products in increments of five.

Which two steps must an Administrator complete to implement this?

- **A. Create Purchase Quantity Rules.**
- B. Create a cart validation.
- C. Enable Purchase Increment Rules.
- **D. Connect the product to a Quantity Rule.**

Answer: A,D

Explanation:

To ensure customers can only purchase products in increments of five, an Administrator must:

A) Connect the product to a Quantity Rule: This involves creating a Quantity Rule that specifies the allowed increments for product quantities and then associating this rule with the specific products.

D) Create Purchase Quantity Rules: This step involves defining the rules that govern purchase quantities, including setting the required increments, which in this case would be increments of five.

These steps ensure that when customers add products to their cart, they can only do so in the specified increments, aligning with the company's sales strategy and operational requirements.

NEW QUESTION # 94

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