

# Comm-Dev-101 Valid Exam Tutorial, Top Comm-Dev-101 Questions

COMM 101B W23  
MINI EXAM FOR PRACTICE

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SECTION 1: MULTIPLE CHOICE

1. Which of the following is NOT one of Prof. Michael Porter's "five forces"?

- a) Bargaining power of government
- b) Bargaining power of suppliers
- c) Bargaining power of buyers
- d) Threat of substitution
- e) Threat of new entrants

2. This organization's primary role is to set parameters for international trade and help to settle trade disputes:

- a) World Trade Organization
- b) International Bank for Reconstruction and Development
- c) United Nations
- d) International Monetary Fund
- e) General Agreement on Tariffs and Trade

3. The PESTEL framework is primarily used to assist managers in developing their view of:

- a) Industry conditions
- b) Competitors and their strategies
- c) Firm competencies and capabilities
- d) Customer perceptions and preferences
- e) Macro environment conditions

4. Return on sales, return on assets, and return on equity are examples of what type of ratios?

- a) Liquidity
- b) Profitability
- c) Debt
- d) Solvency
- e) Both C and D

5. In an effort to increase profits, Maya's restaurant is attempting to appeal to a specific segment of the market by offering an all-you-can-eat buffet. Such an effort, designed to identify specific groups that can be profitably served, represents an example of:

- a) Target marketing
- b) Reference group strategy
- c) Demographic segmentation
- d) B2B marketing
- e) B2G marketing

6. Organizations seeking to maximize production efficiencies and, ultimately, lower costs, will generally focus on:

- a) Production quality enhancement and operational complexity
- b) Customized production processes
- c) Process simplification and standardization

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## Salesforce Certified B2C Commerce Cloud Developer Sample Questions (Q94-Q99):

### NEW QUESTION # 94

Given the requirement to add caching to an existing page while adhering to SFRA best practices, which code snippet should be used?

- A)
- B)
- C)

- A. Option C
- B. Option A
- C. Option B

**Answer: A**

### NEW QUESTION # 95

A developer observed a specific issue in production, which they cannot reproduce in other environments. The developer wants to do a hot fix to one of the ISML pages, which uses <iscach> tag, to see if that resolves while issue. Which consideration must the developer keep in mind while deploying the hot fix in production?

- A. If the page has multiple tags, the highest cache duration will be used in production to determine the resulting page's caching behavior.
- B. The TTL cache setting only affects static content and not the page cache, which could potentially cause he production issue.
- C. It will be required to invalidate the cache for the hot fix.

**Answer: B**

### NEW QUESTION # 96

A Digital Developer needs to check for product inventory in a specific inventory list using the Open Commerce API.

An example request URL is:

Which resource\_id value enables the appropriate resource?

- A. /inventory\_lists/\*\*
- B. /inventory\_lists/\*
- C. /inventory\_list\_search
- D. /products/\*

**Answer: D**

### NEW QUESTION # 97

A Digital Developer is adding support for an additional language other than the default. The locale code for the new language is de.

In which folder should the developer place resource bundles?

- A. templates/de
- B. templates/resources
- C. templates/default/resources
- D. templates/default

**Answer: B**

### NEW QUESTION # 98

Given a template rendered by a controller with caching and a remote include without caching, which situation applies?

- A. The page is not cached because the remote include introduces an uncached portion.
- **B. The remote include portion is not cached, but the rest of the page is cached.**
- C. Both the remote include portion and the rest of the page are cached.
- D. The page is cached only for returning customers because of the remote include.

**Answer: B**

## NEW QUESTION # 99

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