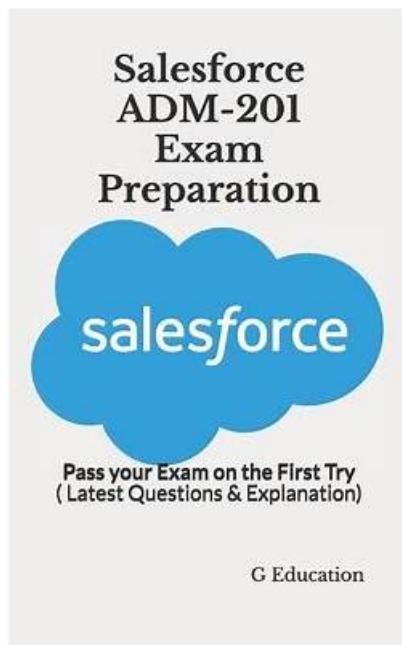


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Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q22-Q27):

NEW QUESTION # 22

How can a customer control the products that different Buyers can purchase in the same storefront? el to

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

Answer: C

Explanation:

To control the products that different Buyers can purchase in the same storefront, a customer can use Entitlements (B). Entitlements in Salesforce B2B Commerce allow for the definition of specific access rights to products or categories based on buyer accounts or other criteria. This ensures that only authorized buyers can purchase certain products, enabling personalized and controlled buying experiences.

NEW QUESTION # 23

A company already has an Experience Cloud Site that they want to use as the store. They are currently implementing B2B Commerce.

What should an Administrator do in this scenario?

- A. Create the store in Setup and link it to the existing site.
- **B. Drag and drop the Commerce components onto the proper pages in Experience Builder.**
- C. Convert the existing site to a B2B Commerce site in the Digital Experience setting.
- D. Use the 'Create a Store on Existing Site' button in the Commerce app.

Answer: B

Explanation:

If a company already has an Experience Cloud Site and is implementing B2B Commerce, an Administrator should A. Drag and drop the Commerce components onto the proper pages in Experience Builder. This approach allows for the integration of B2B Commerce functionalities into the existing site by utilizing the modular components available in Experience Builder, tailored to the commerce needs.

NEW QUESTION # 24

What must an Administrator set up in order to use an approved entity in a CRM collection?

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

Answer: B

Explanation:

To use an approved entity in a CRM collection, an Administrator must set up a CRM List view (C). This setup enables the organization of entities such as contacts, accounts, or custom objects within the CRM to be part of targeted collections, facilitating segmentation and targeted actions. The CRM List View provides a framework for defining the criteria and filters that determine which records are included in a collection, supporting personalized and efficient CRM strategies. Global (A), Sales (B), and Service (D) List Views are also used within Salesforce but are tailored for broader or different contexts than CRM collections.

NEW QUESTION # 25

An Administrator has both Spanish and English enabled as languages for a store. However when viewing the storefront in Spanish, the Administrator notices the search filters are not visible on the Category Detail page.

What could be missing?

- A. The picklist value's translations were not completed in Translation Workbench.
- B. The translated category data has not been populated.
- C. The user's browser is translating the page from Spanish back to English.
- D. The site page does not have a variation for the translated menu.

Answer: A

Explanation:

If search filters are not visible on the Category Detail page when viewing the storefront in Spanish, it could be due to The picklist value's translations not being completed in Translation Workbench (C). The Translation Workbench in Salesforce allows Administrators to provide translations for various UI elements, including picklist values used in search filters. If these translations are incomplete or missing, the filters may not display correctly in the specified language. This issue highlights the importance of comprehensive translation efforts to ensure a seamless multilingual user experience. Browser translation issues (A), site page variations (B), and untranslated category data (D) can also affect localization, but the visibility of search filters is directly tied to the completeness of translations in the Translation Workbench.

NEW QUESTION # 26

An Administrator is building a storefront to sell office furniture to other businesses. 4im26s How should the Administrator segment the different types of furniture to enable better navigation within the store?

- A. Create Product Tags.
- B. Create Product Filters.
- C. Create Product Categories.
- D. Create Product Keywords.

Answer: C

Explanation:

For better navigation within a storefront selling office furniture, the Administrator should Create Product Categories (D). Product Categories allow for the logical grouping of products, such as desks, chairs, and filing cabinets, facilitating easier browsing and discovery for customers. Categories offer a hierarchical structure that can be used to segment products by type, function, or any other relevant classification, enhancing the user experience. Tags (A), Keywords (B), and Filters (C) can also aid in navigation, but Categories provide a fundamental organizational framework that is essential for store structure and navigation.

NEW QUESTION # 27

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