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Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q112-Q117):

NEW QUESTION # 112

What are two valid options for a Price Adjustment Schedule?

- A. Order Threshold
- B. Slab
- C. Percentage
- D. Range

Answer: C,D

Explanation:

Valid options for a Price Adjustment Schedule include:

B) Percentage: This allows for discounts or price increases based on a percentage of the original price, providing flexibility in pricing

strategies.

C) Range: This option enables the application of different price adjustments based on the quantity or total value of items, allowing for volume discounts or tiered pricing structures.

NEW QUESTION # 113

An Administrator wants to improve search engine ranking and awareness, with the goal of driving more traffic to the B2B Commerce store.

Which two technical elements should the Administrator use?

- A. Add Meta Tags to Store Pages.
- B. Add CMS Content to Store Pages.
- C. Add Canonical URLs to Store Pages.
- D. Add a NoIndex Tag to the Store Sitemap.

Answer: A,B

Explanation:

To improve search engine ranking and awareness, an Administrator should focus on adding CMS Content to Store Pages (B) and adding Meta Tags to Store Pages (C). CMS content can enhance the relevance and richness of store pages, making them more attractive to search engines. Meta tags, including titles and descriptions, play a crucial role in search engine optimization by providing search engines with essential information about the page content.

NEW QUESTION # 114

What needs to be done after cloning and saving the out-of-the-box checkout flow template before it can be used?

- A. Change the permissions on the existing checkout flow
- B. Add a version letter
- C. Rename the existing Checkout Flow in place
- D. Activate the flow

Answer: D

Explanation:

After cloning and saving the out-of-the-box checkout flow template, the next step that needs to be done before it can be used is A. Activate the flow. Activation makes the flow available for use, enabling it to be triggered as part of the checkout process in the B2B Commerce store.

NEW QUESTION # 115

Which three sub-flows are part of the standard B2B Main Checkout Flow template? 09m 39s

- A. Taxes
- B. Shipping Method
- C. Billing Address
- D. Error
- E. Inventory

Answer: A,B,C

Explanation:

The standard B2B Main Checkout Flow template includes sub-flows for Shipping Method (A), Billing Address (B), and Taxes (E). These sub-flows are integral to the checkout process, ensuring that shipping, billing, and tax calculations are handled efficiently and accurately during the checkout procedure.

NEW QUESTION # 116

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

Answer: B,C

Explanation:

To ensure customers can only purchase products in increments of five, an Administrator must complete the following steps: B. Create Purchase Quantity Rules and C. Connect the product to a Quantity Rule. Purchase Quantity Rules define the increments in which products can be purchased, and connecting these rules to specific products enforces the desired purchasing increments.

NEW QUESTION # 117

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