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Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q102-Q107):

NEW QUESTION # 102

An Administrator needs to set up B2B Commerce on a new Salesforce sandbox. Which three settings should the Administrator configure before creating the storefront?

- A. Click Create Store from the App
- B. Enable B2B Commerce
- C. Enable Orders
- D. Enable Digital Experiences
- E. Enable Commerce

Answer: C,D,E

Explanation:

Before creating a storefront in a new Salesforce sandbox for B2B Commerce, an Administrator should configure the following settings: A. Enable Digital Experiences to use web-based engagement platforms, B. Enable Commerce to activate commerce functionalities, and C. Enable Orders to manage sales orders within the commerce environment.

NEW QUESTION # 103

Which two permission sets are needed for a user on the storefront to view other accounts across multiple accounts?

- A. Account Delegation User
- B. Buyer (or Commerce User)
- C. Account Switcher User
- D. Buyer Manager (or B2B Commerce Super User)

Answer: C,D

Explanation:

For a user on the storefront to view other accounts across multiple accounts, the necessary permission sets are C. Account Switcher User, which allows users to switch between different accounts they have access to, and D. Buyer Manager (or B2B Commerce Super User), which provides broader permissions including the ability to manage and view information related to multiple accounts.

NEW QUESTION # 104

Which two steps can an Administrator take to present different user experiences to different Buyers in a storefront?

- A. Use page variations
- B. Associate the branding to specific buyer groups
- C. Link the Store to multiple communities
- D. Create audiences to define different segments

Answer: A,D

Explanation:

To present different user experiences to different buyers in a storefront, an Administrator can:

- A) Create audiences to define different segments: This allows for the customization of content and experiences based on specific characteristics of user segments.
- B) Use page variations: Different page layouts and content can be presented to different audiences, enabling a highly personalized shopping experience for each user group.

NEW QUESTION # 105

Which object is added in the data model by enabling Commerce in Setup?

- A. Store
- B. Product Increment Rule
- C. Account
- D. Price Adjustment Plan

Answer: A

Explanation:

By enabling Commerce in Setup, the object added to the data model is B. Store. The Store object is a fundamental component of Salesforce B2B Commerce, representing the digital storefront where products and services are offered to customers. It serves as the central entity around which various commerce functionalities are configured and managed.

NEW QUESTION # 106

A company decided to change their payment method from one payment gateway to another. 08m 07s.

What does an Administrator need to do to configure the store to use the new payment gateway?

- A. Use a Salesforce Labs package.
- B. Configure the payment gateway using the Experience Builder Administration page.
- C. Update the payment gateway settings on the Payment and Billing subflow.
- D. Link the integration in store administration.

Answer: C

Explanation:

To configure the store to use a new payment gateway, an Administrator needs to Update the payment gateway settings on the Payment and Billing subflow (A). This involves configuring the new gateway's details and parameters within the relevant settings, ensuring that the store's payment processing is correctly aligned with the new gateway.

NEW QUESTION # 107

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