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The question of increasing the sales performance optimization (AP-202) is to identify which activities are required to perform the existing products and processes.

One of the advantages of using the sales pipeline model when performing AP-202 consulting is to understand customer requirements.

Which of the following measures is specifically used by AP-202 to identify potential customers and to determine the most effective marketing strategy?

The question of increasing the sales performance optimization (AP-202) is to identify which activities are required to perform the existing products and processes.

What are two of the main considerations in setting up a sales team?

Identified areas of selling include which periodic responsibilities are included in the sales team?

What is the usual expectation should be demonstrated in the sales team?

Which setting that is important for communication and interaction in the sales team?

The sales team AP-202 is responsible for account management. The sales team should identify and evaluate all areas of responsibility in the operation of their sales AP-202 code content.

Which process tools of selling include those after sales, customer relationship management, and product management for customers for maximum selling and optimization?

Why are P-202 activities designed to selling activities?

What is the main role for the sales team?

The sales team AP-202 is an important selling process tools when the sales team processes and evaluate all areas of the responsibility of the sales team.

Which process, communication, responsibilities are used in AP-202 to demonstrate the highest responsibility to customers?

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Questions (Q127-Q132):

NEW QUESTION # 127

Which two statement are true for Mass Order (2 answers)

- A. Mass Order is mobile ready with the ccrz templates.
- B. The variation product is leveraged for SKUs.
- C. Mass Order pricing is done via a batch job.
- D. Mass order works with the default wishlists

Answer: B,C

Explanation:

Mass Order pricing is done via a batch job, which means that the prices are not calculated in real time, but rather at a scheduled time. Mass order works with the variation product, which is a product that has multiple SKUs with different attributes, such as size or color. Mass order does not work with the default wishlists, which are used to store products that the customer wants to buy later. Mass order is not mobile ready with the ccrz templates, which are the default templates for the storefront pages. [Salesforce B2B Commerce Developer Guide: Mass Order](#), [B2B Commerce Developer Guide: Variation Products](#)

NEW QUESTION # 128

Which two different types of services do Salesforce B2B

- A. Hook services which are extension points for subscribers to tie into.
- B. **Commerce APIs leverage? (2 answers)** A) Logic services which are responsible for implementing business logic associated with entities.
- C. Data services which are responsible for querying and transforming data from entities
- D. Global services which are responsible for querying and transforming data from entities

Answer: B,C

Explanation:

Two different types of services that Salesforce B2B Commerce APIs leverage are:

Logic services which are responsible for implementing business logic associated with entities. These services are defined in the logic classes, such as ccrz.ccLogicCart, ccrz.ccLogicOrder, or ccrz.ccLogicProduct. These classes provide methods for validating inputs, performing calculations, applying rules, or updating data for each entity.

Data services which are responsible for querying and transforming data from entities. These services are defined in the service classes, such as ccrz.ccServiceCart, ccrz.ccServiceOrder, or ccrz.ccServiceProduct. These classes provide methods for creating, reading, updating, and deleting data for each entity. [Salesforce B2B Commerce and D2C Commerce Developer Guide](#), [Service Classes](#), [Logic Classes](#)

NEW QUESTION # 129

The ccrz.cc_hk_UserInterface apex class, HTMLHead Include Begin and HTML Head Include End Cloudcraze Page Include sections allow additional content to be added to the HTML <head> tag. What are two reasons that it is preferred to use the ccrz.cc_hk_UserInterface extension over the Cloudcraze Page Include sections? (2 answers)

- A. **Salesforce apex:include is wrapped in tags.**
- B. Salesforce apex:include is wrapped in tags.
- C. HTML does not support <div> tags inside the <head>
- D. **HTML does not support tags inside the <head>**

Answer: A,D

Explanation:

The ccrz.cc_hk_UserInterface apex class is preferred over the HTMLHead Include Begin and HTML Head Include End Cloudcraze Page Include sections because Salesforce apex:include is wrapped in tags, which are not valid inside the HTML <head> tag. This can cause rendering issues or unexpected behavior in some browsers. The ccrz.cc_hk_UserInterface extension allows adding content to the HTML <head> tag without using apex:include.

NEW QUESTION # 130

In which two ways can events fired from Lightning web components be handled?

- A. Attaching handlers to DOM elements
- B. Programmatically adding event listeners
- C. Adding callbacks to components
- D. Listening for all possible events at the document root

Answer: A,B

Explanation:

Two ways that events fired from Lightning web components can be handled are programmatically adding event listeners and attaching handlers to DOM elements. Programmatically adding event listeners is a way of handling events by using JavaScript code to register functions that are invoked when an event occurs. The developer can use methods such as addEventListener or @wire to add event listeners to components or services that fire events. Attaching handlers to DOM elements is a way of handling events by using HTML attributes to bind functions that are invoked when an event occurs. The developer can use attributes such as onclick or onchange to attach handlers to DOM elements that fire events. Adding callbacks to components is not a valid way of handling events fired from Lightning web components, as it is not related to event handling, but rather to asynchronous programming. Listening for all possible events at the document root is not a valid way either, as it is not efficient or recommended for event handling, as it can cause performance issues or conflicts with other event listeners. Salesforce [Lightning Web Components Developer Guide: Handle Events], [Lightning Web Components Developer Guide: Communicate with Events]

NEW QUESTION # 131

Numerous flags when set, have a direct impact on the result set provided by the Global API's. Which conversion flag allows for sObjects to be returned from the Global API's when provided as a Boolean parameter with a value of true?

- A. ccrz_ccAPISizing.SKIPTRZ
- B. ccrz_ccAPISizing.SOBJECT
- C. ccrz_ccAPI.SZ_SKIPTRZ
- D. **ccrz_ccAPI.SZ_SOBJECT**

Answer: D

Explanation:

The conversion flag that allows for sObjects to be returned from the Global API's when provided as a Boolean parameter with a value of true is ccrz_ccAPI.SZ_SOBJECT. This flag indicates that the API should return the raw sObjects instead of the transformed objects that are usually returned by the API. For example, ccrz_ccServiceProduct.getProducts(ccrz_ccAPI.SZ_SOBJECT, true) will return the Product2 sObjects instead of the ccrz_E_Product_c objects. Salesforce B2B Commerce and D2C Commerce Developer Guide, Data Sizing Conventions

NEW QUESTION # 132

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