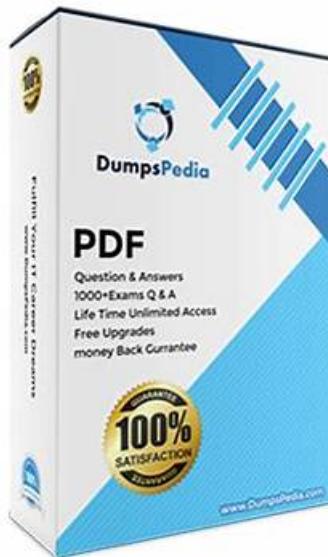


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## Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q102-Q107):

### NEW QUESTION # 102

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

- A. Create Product Filters.
- B. Create Product Tags.
- 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 # 103

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

**Answer: C,D**

Explanation:

To ensure customers can only purchase products in increments of five, an Administrator must:

A) Connect the product to a Quantity Rule: This involves creating a Quantity Rule that specifies the allowed increments for product quantities and then associating this rule with the specific products.

D) Create Purchase Quantity Rules: This step involves defining the rules that govern purchase quantities, including setting the required increments, which in this case would be increments of five.

These steps ensure that when customers add products to their cart, they can only do so in the specified increments, aligning with the company's sales strategy and operational requirements.

### NEW QUESTION # 104

An Administrator received an export file from an external system, which contains products and categories. The categories are delimited using a single pipe character.

In which two ways can the Administrator set this up for import using the CSV import tool?

- A. **Replace the pipes with a forward slash.**
- B. Insert a greater than sign.
- C. **Split the categories into separate columns with appropriate labels.**
- D. Add a dash to the category column.

**Answer: A,C**

Explanation:

When setting up categories for import using the CSV import tool with categories delimited by a single pipe character, the Administrator can C. Split the categories into separate columns with appropriate labels or D. Replace the pipes with a forward slash. Both methods organize the category data in a format that the import tool can recognize and process effectively.

## NEW QUESTION # 105

Which three configuration aspects must be set up outside the Commerce App in order to deploy and activate the full B2B Commerce experience both for internal and external users?

- A. Experience Sites
- B. Multi-Factor Authentication
- C. Profiles and Permission Sets
- D. Custom attributes
- E. Salesforce CMS

**Answer: A,B,C**

Explanation:

To deploy and activate the full B2B Commerce experience for internal and external users, the three configuration aspects that must be set up outside the Commerce App include B. Experience Sites, which involves configuring the digital experience platforms for users; C. Multi-Factor Authentication, which is a security measure to verify user identities; and D. Profiles and Permission Sets, which are essential for defining access controls and permissions for different types of users within the system.

## NEW QUESTION # 106

An Administrator has received a request to enable an existing Account for the storefront and checkout. Which two steps should the Administrator take to provide access?

- A. Update the Account Record Type to "B2B Buyer Account."
- B. Add Shipping and Billing Addresses to the Contact Point Address object.
- C. Assign the Account to the appropriate Buyer Group.
- D. Update the Account Status to "Approved."

**Answer: B,C**

Explanation:

To enable an existing Account for the storefront and checkout, the Administrator should A. Assign the Account to the appropriate Buyer Group, ensuring the account is associated with the correct group for product access and pricing, and C. Add Shipping and Billing Addresses to the Contact Point Address object, which is necessary for processing orders and shipping products.

## NEW QUESTION # 107

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