

AP-201 Practice Exam & Certification AP-201 Exam Dumps

ACCT 201 Practice Exam 1

Chapter One

- Which accounting principle requires companies to report all relevant details regarding financial statements?
 - Full Disclosure
 - Monetary Unit
 - Business Entity
 - Going Concern
- Which of the following accounts does not belong on the balance sheet?
 - Cash
 - Utilities Expense
 - Common Stock
 - Unearned Revenue
- Which accounting assumption states that a business owner cannot combine his own business with his personal accounts?
 - Going Concern
 - Full Disclosure
 - Monetary Unit
 - Business Entity
- Which of the following would be considered an internal user of financial statements?
 - Managers
 - Controller
 - CEOs
 - All the above
- Stratton Oakmont had a net income of \$25,000, assets at the beginning of the year totaling \$200,000, and assets at the end of the year totaling \$300,000. What is Stratton's return on assets (ROA)?
 - 8%
 - 12.5%
 - 10%
 - There is not enough information to answer accurately

Chapter Two

- Which account does not have a natural credit balance out of the following?
 - Service Revenue
 - Accounts Payable
 - Common Stock
 - Equipment

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Salesforce AP-201 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Storefront Management	10%	- Branding and themes - Buyer experience customization - Page layouts and navigation
Topic 2: Content Integration	7%	- Content governance - CMS connectivity - Content delivery strategies
Topic 3: Product Organization and Administration	15%	- Import and translation management - Product variations and relationships - Categories and hierarchy - Product catalog setup

Topic 4: Advanced Topics	6%	- Integration with other Salesforce clouds - Performance optimization - Troubleshooting and maintenance
Topic 5: Salesforce B2B Commerce App	20%	- App architecture and capabilities - Low-code/no-code configuration - Business value delivery
Topic 6: Pricing and Entitlements	7%	- Buyer groups and entitlements - Promotions and discounts - Price books and pricing rules
Topic 7: Salesforce B2B Commerce Basics	15%	- Overview of B2B Commerce - Core value proposition - Positioning within Salesforce ecosystem
Topic 8: Storefront Deployment	20%	- Store deployment lifecycle - Deployment options - Experience Cloud integration

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Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q16-Q21):

NEW QUESTION # 16

Which three objects are accessible from the Commerce App menu?

- A. Accounts
- B. Reports
- C. Buyer Groups
- D. Buyer Entitlements
- E. Product

Answer: A,C,D

Explanation:

From the Commerce App menu, three objects that are accessible include A. Accounts, C. Buyer Entitlements, and E. Buyer Groups. These objects are integral to managing the relationships, entitlements, and groupings of buyers within the B2B Commerce environment, facilitating the administration of commerce activities.

NEW QUESTION # 17

A Bedding company is selling bed items that vary by three different lengths. 36m 31 Which set of steps should an Administrator take to create variation products?

- A. Create a custom field length_c and a parent product with length selected as variation field.
- B. Create a custom field length_c, a variation attribute set, and a parent product.
- C. Create a custom object ProductWithLength_c, a custom field, and a parent product.
- D. Create a custom field length_c, a variation attribute set, and three parent products.

Answer: B

Explanation:

To create variation products for bed items that vary by three different lengths, the Administrator should B. Create a custom field length_c, a variation attribute set, and a parent product. The custom field length_c will store the different lengths, the variation attribute set will organize these variations, and the single parent product will represent the base item from which the variations derive.

NEW QUESTION # 18

Which three aspects of a product can an Administrator populate as part of the Commerce App's Import feature?

(Short Description)

- A. Images
- B. Description
- C. Price Book
- D. Price Adjustment Schedule

Answer: A,B,C

Explanation:

Through the Commerce App's Import feature, an Administrator can populate:

A) Images: Product images can be imported to visually represent each product.

B) Price Book: This includes importing pricing information associated with each product, allowing for accurate pricing display and calculations within the commerce site.

D) Description: Product descriptions provide detailed information about each product, which can be imported to enrich product listings and inform potential buyers.

This import functionality streamlines the process of populating product catalogs with essential information, ensuring a comprehensive and informative shopping experience for customers.

NEW QUESTION # 19

An Administrator has a working checkout flow and needs to meet a requirement that all orders over a certain amount be paid for using a credit card instead of a purchase order.

How should the Administrator start?

- A. Delete the pricing subflow called Subflow - Confirm Price and replace it with a new subflow for credit cards.
- B. Add decision logic to hide the option for purchase orders on orders that meet the criteria.
- C. Create a Payment Gateway mapped to two providers.
- D. Search AppExchange for a Payment Gateway that handles both credit cards and purchase orders.

Answer: B

Explanation:

To meet the requirement that all orders over a certain amount be paid for using a credit card instead of a purchase order, the Administrator should start with B. Add decision logic to hide the option for purchase orders on orders that meet the criteria. This approach involves configuring the checkout flow to dynamically adjust the available payment options based on the order amount, ensuring compliance with the specified payment policy.

NEW QUESTION # 20

Which tool should an Administrator use to add products, categories, and images in one step?

- A. Data Import Wizard
- B. Apex Code
- C. Data Loader
- D. CSV Import feature

Answer: D

Explanation:

To add products, categories, and images in one step, an Administrator should use the B. CSV Import feature in Salesforce B2B Commerce. This feature enables the bulk upload of product information, including associated categories and images, streamlining the process of populating the storefront with new or updated product listings.

NEW QUESTION # 21

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