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>> Exam AP-201 Voucher <<

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## Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q120-Q125):

### NEW QUESTION # 120

A boutique sells sporting goods in its B2B Commerce store. An administrator recently added the promotions subflow to the checkout flow template. The administrator has tested the checkout process with a cart in debug mode. The changes pass the test scenarios. However, when the Administrator repeats the same test scenarios in the B2B store, it fails.

Which two reasons could be the cause of the error?

- A. The Checkout page on the Experience Builder site is currently configured to run a different Checkout flow template.
- B. The Apply Promotions Status field needs to be set to Active to enable promotions on the B2B store on the General Settings store page.
- C. The store site needs to be deactivated and reactivated to use the new version of the checkout flow.

- D. A new version of the checkout flow template has not been activated.

**Answer: A,D**

Explanation:

If the checkout process fails in the B2B store after adding the promotions subflow to the checkout flow template, the two possible reasons could be A. A new version of the checkout flow template has not been activated, meaning the changes have not been applied; and B. The Checkout page on the Experience Builder site is currently configured to run a different Checkout flow template, which does not include the promotions subflow.

#### **NEW QUESTION # 121**

What can an Administrator use to limit the products that a Buyer Group can see?

- A. Price Books
- B. Product Groups
- C. Entitlement Policies
- D. Customer Groups

**Answer: C**

Explanation:

To limit the products that a Buyer Group can see, an Administrator can use C. Entitlement Policies. Entitlement Policies in Salesforce B2B Commerce control access to products based on various criteria, including buyer groups. By configuring these policies, an administrator can define which products are visible and available to specific buyer groups, ensuring a tailored and relevant product selection for different segments of buyers.

#### **NEW QUESTION # 122**

Which three objects are accessible from the Commerce App menu?

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

**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 # 123**

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. Search AppExchange for a Payment Gateway that handles both credit cards and purchase orders.
- C. Add decision logic to hide the option for purchase orders on orders that meet the criteria.
- D. Create a Payment Gateway mapped to two providers.

**Answer: C**

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 # 124

AB2B Administrator needs to set up a user so they have the ability to switch between accounts in the store to purchase for multiple accounts.

Which three tasks are necessary to allow this user to switch to another account?

- A. Share the Account with the purchasing user.
- B. Add the Switch Accounts component to the Store home page.
- C. Assign the Account Switcher User permission to the purchasing user.
- D. Assign the Buyer Manager permission to the purchasing user.
- E. Create an External Managed Account record.

**Answer: A,B,C**

Explanation:

To allow a user to switch between accounts in the store to purchase for multiple accounts, the necessary tasks include A. Add the Switch Accounts component to the Store home page, B. Assign the Account Switcher User permission to the purchasing user, and C. Share the Account with the purchasing user. These steps enable a user-friendly mechanism for buyers to manage purchases across different accounts, enhancing the purchasing experience.

#### NEW QUESTION # 125

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