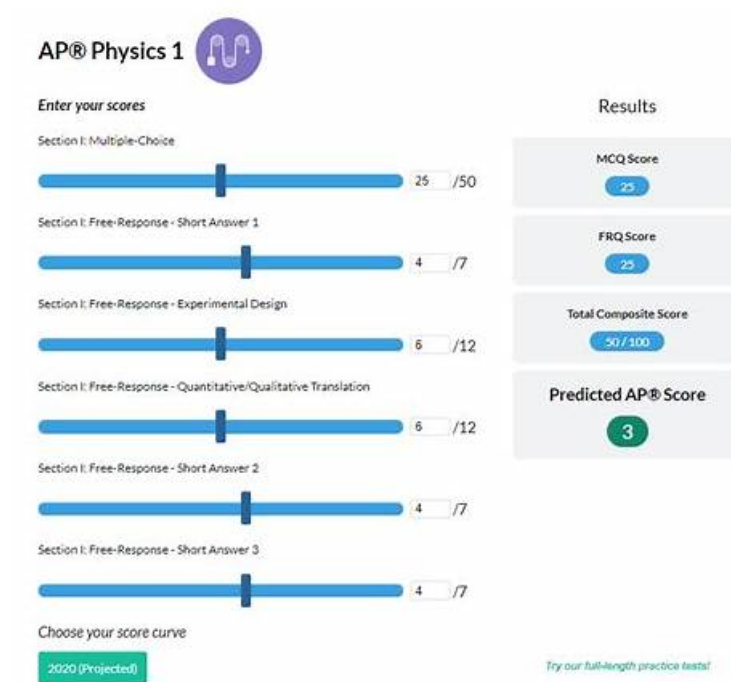


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## Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q75-Q80):

### NEW QUESTION # 75

A customer can see a price that is not associated with their buyer group. 28m 48s What could be the cause of this behavior?

- A. The price is directly set up on the product.
- B. The price book is associated to the user's profile.
- C. A price book is directly associated to the storefront.
- D. A price book is associated to the default store buyer group.

**Answer: D**

Explanation:

The behavior where a customer sees a price not associated with their buyer group could be due to:

A) A price book is associated with the default store buyer group: This means that the pricing seen by the customer might be coming from a price book intended for a broader audience rather than a specific buyer group, leading to the observed discrepancy. Addressing this requires reviewing and adjusting the price book associations to ensure they align with the intended buyer groups and their respective pricing agreements.

#### NEW QUESTION # 76

Which two workspaces are in the Commerce app? 4m 18s

- A. Pricing
- B. Search
- C. Content Management
- D. Product
- E. Commerce Reports

**Answer: C,D**

Explanation:

Within the Commerce app, the two workspaces available are Product (A) and Content Management (E). The Product workspace is dedicated to managing product catalogs, details, and variations, providing tools for Administrators to curate and organize their product offerings. Content Management is a workspace focused on the creation, management, and deployment of content across the commerce site, including marketing materials, informational content, and other web content. While Search (B), Commerce Reports (C), and Pricing (D) are critical aspects of B2B Commerce, they are typically managed through other sections or setups rather than being categorized as separate workspaces within the Commerce app.

#### NEW QUESTION # 77

What needs to be done after cloning and saving the out-of-the-box checkout flow template before it can be used?

- A. Add a version letter
- B. Change the permissions on the existing checkout flow
- C. Rename the existing Checkout Flow in place
- D. Activate the flow

**Answer: D**

Explanation:

After cloning and saving the out-of-the-box checkout flow template, the next step that needs to be done before it can be used is A. Activate the flow. Activation makes the flow available for use, enabling it to be triggered as part of the checkout process in the B2B Commerce store.

#### NEW QUESTION # 78

An Administrator needs to set up a variation product for the first time in a new org and prepare the search index. 26m 164 Before creating the product, in which two places does the Administrator need to go to establish a variation attribute structure?

- A. Commerce Setup
- B. Catalogs
- C. Product Workspace
- D. Object Manager

**Answer: A,D**

Explanation:

Before creating a variation product and preparing the search index, the Administrator needs to establish a variation attribute structure in A. Commerce Setup to configure the overall commerce settings, including attributes, and in D. Object Manager to customize the Product object and its fields, including setting up specific attributes for variations.

### NEW QUESTION # 79

Why is the System Context with Sharing-Enforces Record-Level Access important to B2B Commerce?

- A. It is required for guest browsing
- **B. It is required to view products in the storefront**
- C. It is required to synchronize content
- D. It is required to check out

**Answer: B**

Explanation:

The System Context with Sharing-Enforces Record-Level Access (D) is crucial to B2B Commerce because it ensures that users can only view products and related data that they are authorized to see, maintaining data security and privacy. This setting is particularly important for storefronts where products need to be displayed according to specific customer agreements, contracts, or profiles. It doesn't directly relate to checkout (A), content synchronization (B), or guest browsing (C), but rather to the fundamental aspect of product visibility and access control on the storefront.

### NEW QUESTION # 80

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