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Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q67-Q72):

NEW QUESTION # 67

An Administrator at Universal Containers (UC) wants to supply buyers with product-related information. Which two content types can an admin use to provide buyers with product-related information?

- A. Image

- B. Document
- C. Asset
- D. File

Answer: A,B

Explanation:

To provide product-related information, an administrator can use:

A) Document: This could include product manuals, specifications, or any other document that provides detailed information about the product.

D) Image: High-quality images can be used to visually represent the product, its usage, or any specific features, contributing to a better understanding of the product for the buyer.

These content types are instrumental in delivering comprehensive product information, enhancing the buyer's journey by providing all necessary details to make an informed purchase decision.

NEW QUESTION # 68

AB2B Administrator notices a change that needs to be made to a storefront before the Change Set can be finalized for deployment. From which two places can the Administrator directly access Experience Builder to make the change?

- A. Experience Cloud Configuration
- B. All Communities
- C. Digital Experiences
- D. All Sites
- E. Store tile

Answer: C,D

Explanation:

An Administrator can directly access Experience Builder to make changes to a storefront from A. All Sites and D. Digital Experiences. These areas within Salesforce provide entry points to the Experience Builder, where administrators can modify the design and layout of storefronts, including components and pages.

NEW QUESTION # 69

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

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

Answer: B

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 # 70

An Administrator needs to support a unique use case with an exclusive line of products. Only certain stores designated as "premier" status should contain an exclusive list of products. All of the other products outside of the exclusive product line should be available in all stores.

Is it possible to support this use case of store-specific products in B2B Commerce?

- A. No. The data model does not support this type of configuration.
- B. Yes. There is an exclusive line checkbox on the Product entity which supports this scenario.
- C. No. The products must be filtered with custom code.
- D. Yes. This is supported by the B2B Commerce data model.

Answer: D

Explanation:

Supporting store-specific products, including an exclusive line of products for "premier" status stores, is supported by the B2B Commerce data model (C). This capability allows for the configuration of product availability and visibility based on store status or other criteria, enabling differentiated product offerings across various store types.

NEW QUESTION # 71

An Administrator needs to prevent a category from displaying in the navigation menu. Which feature allows the Administrator to do this?

- A. Category deactivation
- B. Show in Menu
- **C. Category Exclusion**
- D. Menu Exclusion

Answer: C

Explanation:

To prevent a category from displaying in the navigation menu, the Administrator can use C. Category Exclusion. This feature allows specific categories to be excluded from the navigation menu, even if they are active and contain products. It is a targeted approach to manage the visibility of categories in the storefront's navigation structure.

NEW QUESTION # 72

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