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Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q37-Q42):

NEW QUESTION # 37

Which three field types can an Administrator set as filterable fields for Search?

- A. Currency
- B. Checkbox
- C. Picklist (Multi-Select)
- D. Text
- E. Picklist

Answer: B,D,E

Explanation:

For search functionality, an Administrator can set A. Text, B. Checkbox, and D. Picklist field types as filterable fields. These field types can be used to create filters that help users refine search results based on specific criteria, enhancing the search experience by allowing for more targeted and relevant results.

NEW QUESTION # 38

What must an Administrator set up in order to use an approved entity in a CRM collection?

- **A. CRM List view**
- B. Service List View
- C. Sales List View
- D. Global List view

Answer: A

Explanation:

To use an approved entity in a CRM collection, an Administrator must set up a CRM List view (C). This setup enables the organization of entities such as contacts, accounts, or custom objects within the CRM to be part of targeted collections, facilitating segmentation and targeted actions. The CRM List View provides a framework for defining the criteria and filters that determine which records are included in a collection, supporting personalized and efficient CRM strategies. Global (A), Sales (B), and Service (D) List Views are also used within Salesforce but are tailored for broader or different contexts than CRM collections.

NEW QUESTION # 39

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

Answer: A,B

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 # 40

What three job titles would likely come up for users that commonly interact with Salesforce B2B Commerce storefronts?

- A. Equipment technicians
- **B. Purchasing managers**
- **C. Wholesale buyers**
- D. Project managers
- **E. Purchasing directors**

Answer: B,C,E

Explanation:

The common job titles for users interacting with Salesforce B2B Commerce storefronts include A. Purchasing directors, C. Wholesale buyers, and E. Purchasing managers. These roles frequently engage with B2B Commerce platforms for procuring goods

and services for their organizations.

NEW QUESTION # 41

An implementation of B2B Commerce is requiring guest users to have read access to the Product object. What should an Administrator do to ensure that guest users have access?

- A. Change the org wide default for the Product object to read.
- **B. Modify the guest user profile to provide access to the Product object.**
- C. Create a new store sharing setting on the Product object.
- D. Create a sharing rule on the Product object.

Answer: B

Explanation:

To ensure that guest users have read access to the Product object, an Administrator should B. Modify the guest user profile to provide access to the Product object. This involves adjusting the permissions within the guest user profile settings to grant read access specifically to the Product object, ensuring that guest users can view product details without compromising data security.

NEW QUESTION # 42

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