

AP-201 - B2B Commerce for Administrators Accredited Professional Perfect Reliable Exam Syllabus



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Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q65-Q70):

NEW QUESTION # 65

Which integrations are out-of-the-box features provided with B2B Commerce?

- A. Inventory, Pricing, Tax
- B. Pricing and Inventory only
- C. Pricing, Tax, Loyalty, Inventory
- D. Pricing and Tax only

Answer: A

Explanation:

The out-of-the-box integrations provided with Salesforce B2B Commerce include A. Inventory, Pricing, Tax. These integrations allow for real-time access to inventory levels, dynamic pricing models, and accurate tax calculations, providing a seamless and efficient commerce experience.

NEW QUESTION # 66

Which three objects are accessible from the Commerce App menu?

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

Answer: B,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 # 67

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

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

Answer: B,C,D

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 # 68

A company already has an Experience Cloud Site that they want to use as the store. They are currently implementing B2B Commerce.

What should an Administrator do in this scenario?

- A. Use the 'Create a Store on Existing Site' button in the Commerce app.
- B. Drag and drop the Commerce components onto the proper pages in Experience Builder.
- C. Convert the existing site to a B2B Commerce site in the Digital Experience setting.
- D. Create the store in Setup and link it to the existing site.

Answer: B

Explanation:

If a company already has an Experience Cloud Site and is implementing B2B Commerce, an Administrator should A. Drag and drop the Commerce components onto the proper pages in Experience Builder. This approach allows for the integration of B2B Commerce functionalities into the existing site by utilizing the modular components available in Experience Builder, tailored to the commerce needs.

NEW QUESTION # 69

A new B2B Commerce deployment has been pushed to production and is lacking basic reports like Orders by Date and 1m 22s Total Orders.

What is the fastest way for an Administrator to provide immediate value?

- A. Download two new templates from AppExchange.
- **B. Install the Commerce Reports under Commerce Setup.**
- C. Install Advanced Reports under Commerce Setup.
- D. Download two new templates from Salesforce Labs.

Answer: B

Explanation:

To quickly provide basic reports like Orders by Date and Total Orders in a new B2B Commerce deployment, the fastest way is to Install the Commerce Reports under Commerce Setup (B). This feature provides a set of pre-built reports tailored for commerce analytics, allowing Administrators to quickly deploy essential reporting tools to stakeholders. While Salesforce Labs (A) and AppExchange (C) offer valuable resources and templates, Commerce Reports within Commerce Setup are specifically designed for rapid deployment within the B2B Commerce context. Advanced Reports (D) offer more detailed insights but may require additional configuration.

NEW QUESTION # 70

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