

# 100% Pass 2026 AP-201: B2B Commerce for Administrators Accredited Professional–The Best Test Questions Fee



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## Salesforce AP-201 Exam Syllabus Topics:

| Section                                          | Weight | Objectives                                                                                                                                                                                            |
|--------------------------------------------------|--------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1: Content Integration                     | 7%     | <ul style="list-style-type: none"><li>- Content delivery strategies</li><li>- CMS connectivity</li><li>- Content governance</li></ul>                                                                 |
| Topic 2: Advanced Topics                         | 6%     | <ul style="list-style-type: none"><li>- Performance optimization</li><li>- Troubleshooting and maintenance</li><li>- Integration with other Salesforce clouds</li></ul>                               |
| Topic 3: Salesforce B2B Commerce Basics          | 15%    | <ul style="list-style-type: none"><li>- Core value proposition</li><li>- Overview of B2B Commerce</li><li>- Positioning within Salesforce ecosystem</li></ul>                                         |
| Topic 4: Pricing and Entitlements                | 7%     | <ul style="list-style-type: none"><li>- Price books and pricing rules</li><li>- Buyer groups and entitlements</li><li>- Promotions and discounts</li></ul>                                            |
| Topic 5: Product Organization and Administration | 15%    | <ul style="list-style-type: none"><li>- Import and translation management</li><li>- Product catalog setup</li><li>- Categories and hierarchy</li><li>- Product variations and relationships</li></ul> |
| Topic 6: Salesforce B2B Commerce App             | 20%    | <ul style="list-style-type: none"><li>- App architecture and capabilities</li><li>- Business value delivery</li><li>- Low-code/no-code configuration</li></ul>                                        |
| Topic 7: Storefront Management                   | 10%    | <ul style="list-style-type: none"><li>- Page layouts and navigation</li><li>- Buyer experience customization</li><li>- Branding and themes</li></ul>                                                  |
| Topic 8: Storefront Deployment                   | 20%    | <ul style="list-style-type: none"><li>- Store deployment lifecycle</li><li>- Experience Cloud integration</li><li>- Deployment options</li></ul>                                                      |

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### Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q91-Q96):

#### NEW QUESTION # 91

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

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

**Answer: D**

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 # 92

Which two places can an Administrator go to set up Variation products using the B2B Commerce App's navigation menu?

- **A. Product Workspace**
- B. Catalogs
- C. Commerce Setup
- **D. Products**
- E. Entitlement Policies

**Answer: A,D**

Explanation:

To set up Variation products in Salesforce B2B Commerce, an Administrator can navigate to Product Workspace (A) and Products (B) within the B2B Commerce App's navigation menu. The Product Workspace provides a comprehensive area for managing individual products and their variations, allowing for detailed configuration of product attributes and relationships. The Products section offers a broader view of all products, including the ability to access and manage variation relationships. While Catalogs (C), Entitlement Policies (D), and Commerce Setup (E) are important for overall store configuration, they are not the primary locations for setting up product variations.

#### NEW QUESTION # 93

An Administrator received an export file from an external system, which contains products and categories. The categories are delimited using a single pipe character.

In which two ways can the Administrator set this up for import using the CSV import tool?

- **A. Replace the pipes with a forward slash.**
- **B. Split the categories into separate columns with appropriate labels.**
- C. Add a dash to the category column.
- D. Insert a greater than sign.

**Answer: A,B**

Explanation:

When setting up categories for import using the CSV import tool with categories delimited by a single pipe character, the Administrator can C. Split the categories into separate columns with appropriate labels or D. Replace the pipes with a forward slash. Both methods organize the category data in a format that the import tool can recognize and process effectively.

#### NEW QUESTION # 94

An Administrator is building a storefront to sell office furniture to other businesses. 4im 26s How should the Administrator segment the different types of furniture to enable better navigation within the store?

- A. Create Product Filters.
- B. Create Product Tags.
- C. Create Product Keywords.
- **D. Create Product Categories.**

**Answer: D**

Explanation:

For better navigation within a storefront selling office furniture, the Administrator should Create Product Categories (D). Product Categories allow for the logical grouping of products, such as desks, chairs, and filing cabinets, facilitating easier browsing and discovery for customers. Categories offer a hierarchical structure that can be used to segment products by type, function, or any other relevant classification, enhancing the user experience. Tags (A), Keywords (B), and Filters (C) can also aid in navigation, but Categories provide a fundamental organizational framework that is essential for store structure and navigation.

#### NEW QUESTION # 95

How can an Administrator configure the checkout time-to-live?

- A. Find a WebCart and update CheckoutTimeToLive and CheckoutValidAfterDate properties
- B. Find a WebStore and update properties and update CheckoutTimeToLive and
- C. Update WebStore properties in Store Administration
- **D. Update TTL properties in Order Settings under Setup**

**Answer: D**

Explanation:

To configure the checkout time-to-live in Salesforce B2B Commerce, an Administrator should D. Update TTL properties in Order Settings under Setup. This involves accessing the Order Settings in the Salesforce Setup menu and adjusting the Time To Live (TTL) properties, such as CheckoutTimeToLive, to define the duration for which a checkout session remains active before expiring.

#### NEW QUESTION # 96

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