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Salesforce Accredited B2B Commerce Administrator Sample Questions (Q12-Q17):

NEW QUESTION # 12

A B2B admin needs to modify the storefront experience on the Product Detail Page. Where in the UI can the admin directly access Experience Builder to make the change?

- A. Digital Experiences
- B. Experience Settings
- C. Experience Cloud Configuration
- D. All Sites

Answer: D

Explanation:

To modify the storefront experience on the Product Detail Page, a B2B admin can directly access Experience Builder from the All Sites option in the UI. Experience Builder is a tool that allows an admin to create and edit the store pages, layouts, and components using drag-and-drop functionality. The All Sites option shows a list of all the sites that an admin can manage, including B2B Commerce sites. Reference: Edit Store Pages in Experience Builder

NEW QUESTION # 13

An Administrator has a business requirement to sell products without physical delivery. Which three objects, at minimum, are involved in fulfilling this requirement?

- A. Order Delivery Charge Method
- B. Delivery Method Cart Delivery Group Method
- C. Cart Delivery Charge Group
- D. Cart Delivery Group Order

Answer: A,B,C

Explanation:

To sell products without physical delivery, the administrator needs to use three objects at minimum: Order Delivery Charge Method, Cart Delivery Charge Group, and Delivery Method Cart Delivery Group Method. The Order Delivery Charge Method object defines how delivery charges are calculated for an order. The Cart Delivery Charge Group object groups products that have the same delivery method and charge. The Delivery Method Cart Delivery Group Method object specifies which delivery methods are available for a cart delivery charge group. By using these objects, the administrator can create a delivery method that does not require physical delivery, such as digital download or subscription service, and assign it to products that do not need to be shipped. Reference: Delivery Methods; Cart Delivery Charge Groups; Order Delivery Charge Methods

NEW QUESTION # 14

Which two statements are true regarding price lists?

Choose 2 answers

- A. When using the promotions pricing strategy, each custom has a promotion. The Salesforce B2B Commerce storefront reflects all products defined across all promotions.
- B. Using the Marketplace pricing strategy, as a buyer if a customer adds product X to my cart from both Seller A and Seller B, the customer's cart will reflect two line items for the same product X at each price point.
- C. When using Effective Accounts Parent-child hierarchy, the parent account has the CC Account Group and pricelist(s) while child accounts do not require CC Account Group.

- **D. When using standard CC Product pricing a business user can achieve customer specific pricing by creating a CC Product.**

Answer: B,D

Explanation:

Explanation

According to the Explore B2B and B2B2C Commerce module, using the marketplace pricing strategy, as a buyer if a customer adds product X to their cart from both seller A and seller B, their cart will reflect two line items for the same product X at each price point. Also, when using standard CC Product pricing, a business user can achieve customer-specific pricing by creating a CC Product. Therefore, options B and D are true statements. Option A is false because when using the promotions pricing strategy, each customer has a price list that contains products with discounts applied by promotions. Option C is false because when using effective accounts parent-child hierarchy, both parent and child accounts require CC Account Group. References: Explore B2B and B2B2C Commerce, Pricing Strategies in Salesforce B2B Commerce

NEW QUESTION # 15

For which two reasons should an Administrator activate person accounts in a B2B Commerce org?

- A. To enable business buyers.
- B. To set up Order Management for B2B Commerce use.
- **C. To setup B2B2C Commerce in an existing B2B Commerce org.**
- **D. To enable individual buyers.**

Answer: C,D

Explanation:

An administrator should activate person accounts in a B2B Commerce org for A. To set up B2B2C Commerce in an existing B2B Commerce org, allowing the organization to cater to both business and individual consumers, and D. To enable individual buyers, providing a more tailored shopping experience for solo entrepreneurs or individual purchasers.

NEW QUESTION # 16

What are three best practices for controlling where a promotion is shown within a given storefront?

Choose 3 answers

- **A. setting the Page Location for the promotion to the pages you want it displayed on**
- **B. Setting Location Display Sequence to the order in which you want the promotion to display relative to other promotions within the same space**
- C. A page promotion can adjust the price of a product on the PIP page
- **D. Setting the Location Type to where you want the promotion to display on the page**
- E. Setting the Promotions location configuration setting to the appropriate location string

Answer: A,B,D

Explanation:

According to the Promotions page, to control where a promotion is shown within a given storefront, you need to set the location display sequence, the page location, and the location type for the promotion. Therefore, options C, D, and E are best practices. Option A is false because there is no such configuration setting as promotions location. Option B is false because a page promotion cannot adjust the price of a product on the PIP page, only a cart promotion can. Reference: Promotions, Promotion Location Display Sequence, Page Location, Location Type

NEW QUESTION # 17

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