

# 100% Pass 2026 Salesforce AP-201 The Best Test Pdf



## Salesforce Admin-201 Exam Official Practice Questions

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1. 1. What should a system administrator use to disable access to a custom application for a group of users?

- A. Profiles
- B. Sharing rules
- C. Web tabs
- D. Page layouts: A. Profiles

2. 2. Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?

- A. Create the manufacturer field as a dependent picklist and the model as a controlling picklist.
- B. Create a lookup field from the manufacturer object to the model object.
- C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
- D. Create a multi-select picklist field that includes both manufacturers and models.: C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.

3. 3. Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal. How can a system administrator accomplish this?

- A. Notify the product manager using opportunity update reminders.
- B. Enable opportunity teams and allow users to add the product manager.
- C. Use similar opportunities to show opportunities related to the product manager.
- D. Enable account teams and allow users to add the product manager.: B. Enable opportunity teams and allow users to add the product manager.

4. 4. What should a system administrator consider before importing a set of records into Salesforce? (There are two correct answers.)

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## Salesforce B2B Commerce for Administrators Accredited Professional Sample Questions (Q75-Q80):

### NEW QUESTION # 75

Which two records can an Administrator bulk update in the Commerce App?

- A. Catalogs
- B. Products
- C. Pricing
- D. Stores

**Answer: A,B**

Explanation:

In the Commerce App, an Administrator can bulk update B. Products and C. Catalogs. Bulk updating allows for efficient management and modification of multiple records at once, streamlining the process of maintaining product listings and catalog structures.

### NEW QUESTION # 76

Which feature should an Administrator use to determine which price is shown to customers that have multiple price books assigned to them?

- A. Price Book Flows
- B. Pricing Entitlement Policy
- C. Pricing Strategies
- D. Buyer Groups

**Answer: C**

Explanation:

To determine which price is shown to customers with multiple price books assigned, an Administrator should use C. Pricing Strategies. Pricing Strategies in Salesforce B2B Commerce allow administrators to define rules and criteria for selecting the appropriate price book for a customer, ensuring that the correct prices are displayed based on the customer's attributes and the business's pricing policies.

### NEW QUESTION # 77

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

**Answer: B,C**

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 # 78

Which two steps should an Administrator take to move the B2B store configuration from a sandbox environment to a production

environment?

- **A. Add the Store Configuration to a change set.**
- B. Export the store configuration from the Store Administration.
- **C. Export the store settings with Data Loader.**
- D. Import the settings to the Production environment with Workbench.

**Answer: A,C**

Explanation:

To move the B2B store configuration from a sandbox to a production environment, an Administrator should A. Add the Store Configuration to a change set and C. Export the store settings with Data Loader. The change set allows for the transfer of configuration settings, while the Data Loader can be used to migrate data related to the store setup, ensuring a smooth transition to the production environment.

#### **NEW QUESTION # 79**

What are two advantages of having Commerce and CRM data together?

- **A. Reduced number of integrations with other systems**
- B. Duplication of account information
- C. Multiple logins to interact with each system
- **D. Personalized experience based on a history of interactions**

**Answer: A,D**

Explanation:

The advantages of having Commerce and CRM data together include A. Personalized experience based on a history of interactions, which allows for tailored shopping experiences based on the customer's previous engagements, and C. Reduced number of integrations with other systems, simplifying the architecture and reducing the potential points of failure or data inconsistencies.

#### **NEW QUESTION # 80**

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