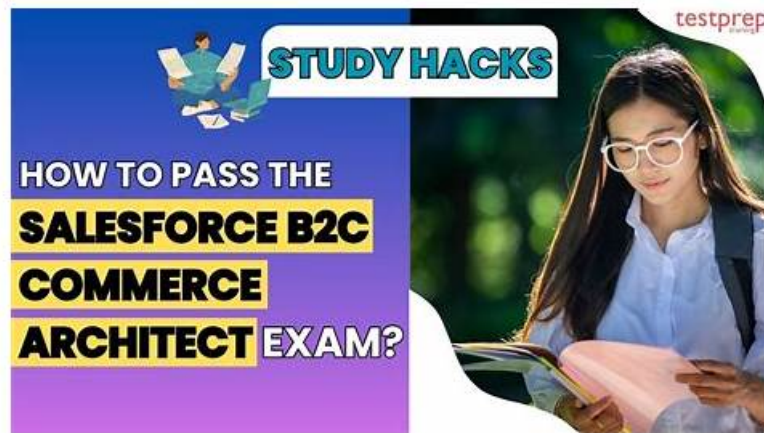


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To be eligible to take the Salesforce Certified B2C Commerce Architect exam, candidates must have at least two years of experience working with the Salesforce platform and have completed the prerequisite certification exams. They also need to possess advanced knowledge of the B2C-Commerce-Architect platform and related technologies, as well as excellent communication, problem-solving, and project management skills. B2C-Commerce-Architect exam itself consists of multiple-choice questions and scenario-based questions, and candidates have three hours to complete it.

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## Salesforce Certified B2C Commerce Architect Sample Questions (Q11-Q16):

### NEW QUESTION # 11

A Client has automated builds that deploy the code; however, recent builds started failing with compilation issues, which are not reproducible in developer's environment.

What first step needs to be taken to identify and fix the issue?

- A. Recreate the job in the build server to verify compilation issues.
- B. Clean up build server work space and run job again.
- C. Verify the generated JavaScript and CSS for the build.
- D. Verify the modules versions used to generate the code.

Answer: C

### NEW QUESTION # 12

A Retailer has a single storefront site and a Product Management System (PIM). The PIM is generating the master catalog and storefront categorization catalog every day and is uploading them to SFTP. How should the Architect configure the import job flows following the best practices?

- A. 1st flow is global to download the files from SFTP. 2nd flow is global to import the storefront catalog 3rd flow is global to import the master catalog.
- B. 1st flow is assigned to the site to download the files from SFTP. 2nd flow is assigned to the site to import the storefront catalog 3rd flow is global to import the master catalog.
- C. 1st flow is global to download the files from SFTP. 2nd flow is global to import the master catalog. 3rd flow is global to import the storefront catalog.
- D. 1st flow is assigned to the site to download the files from SFTP. 2nd flow is assigned to the site to import the master catalog. 3rd flow is global to import the storefront catalog.

**Answer: A**

Explanation:

For optimal job flow concerning data import from a PIM system, the sequence should begin with downloading files globally from an SFTP site, followed by importing data into the B2C Commerce platform:

First flow: Download files, ensuring all required files are available and ready for import.

Second flow: Import the storefront catalog which likely has dependencies on the master catalog but is generally smaller and can be updated more rapidly.

Third flow: Import the master catalog, as it typically contains the foundational data needed for various site functionalities.

This sequence respects data dependency and integrity, ensuring that the storefront reflects the most current and accurate information after all relevant data is imported.

### NEW QUESTION # 13

A company wants to add Salesforce Order Management to their existing B2C Commerce, Service Cloud, and Sales Cloud integration. Their current sales process lets sales reps build quotes, create orders, and process reduction orders for refunds as part of their sales channel workflow. Their B2C Commerce order objects also include multiple custom attributes that the merchant's current Order Management System uses to allocate orders to the correct distribution center for fulfillment.

When enabling Salesforce Order Management, what potential concerns will the merchant need to work through?

- A. Salesforce Order Management integrates natively with B2B Commerce when both products reside within the same Org but requires the use of a customizable B2C Commerce cartridge to import data from a B2C Commerce instance.
- B. Custom attributes on B2C Commerce Orders are not natively supported for Salesforce Order Management integrations and require custom Apex development to handle mapping.
- C. Salesforce Order Management does not allow for fulfillment rules across multiple distribution centers without the use of an AppExchange package or custom Apex triggers.
- D. Reduction Orders and Order Management change orders conflict if both are enabled in the same Org and require the use of Record Types and Apex Triggers or Validation Rules to avoid conflicts.

**Answer: A**

### NEW QUESTION # 14

A company wants to send a coupon code to VIP customers who have abandoned their cart. The company also wants to track email open and forward count, as well as disable the coupon code after a single use.

Which set of platforms and native services should a Solution Architect recommend to satisfy these requirements?

- A. Service Cloud for customer segmentation; third-party service for creation of coupon codes; B2C Commerce and Marketing Cloud functionalities to send abandoned cart emails; Service Cloud to track email opens and forwards.
- B. Marketing Cloud for customer segmentation; B2C Commerce for creation of coupon codes; B2C Commerce and Marketing Cloud functionalities to send abandoned cart emails; Marketing Cloud to track email opens and forwards.
- C. Marketing Cloud for customer segmentation; Service Cloud for creation of coupon codes; B2C Commerce to send abandoned cart emails; Tableau CRM to track email opens and forwards.
- D. B2C Commerce for customer segmentation; Service Cloud for creation of coupon codes; B2C Commerce and Marketing Cloud functionalities to send abandoned cart emails; Service Cloud to track email opens and forwards.

**Answer: B**

#### NEW QUESTION # 15

As a Commerce Architect you should ensure that the cache hit ratio for your storefront is over 70%. During your investigation you realize that a significant number of pages are not cached. From which tool can you get this information?

- A. Google Lighthouse
- **B. Reports & Dashboard**
- C. Pipeline Profiler
- D. Code Profiler
- E. Page Speed

**Answer: B**

#### NEW QUESTION # 16

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