

# **B** **2B-COMMERCE-ADMINISTRATOR**<sup>Q&As</sup>

Salesforce Accredited B2B Commerce Administrator

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### QUESTION 1

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

Choose 3 answers

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

Correct Answer: CDE

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### QUESTION 2

How is Anonymous checkout enabled?

- A. By creating a global configuration setting called AnonChk and setting the value to enabled for the Checkout Module.
- B. By setting the status on a Product to Released.
- C. By going to CC ADMIN | Global settings | Settings and selecting "Allow anonymous checkout".
- D. By going to CC ADMIN | storefront name | Checkout Settings and selecting "Allow anonymous checkout"

Correct Answer: D

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### QUESTION 3

A company sells various sizes of rubber O- Rings individually and in packs of 12. The company wants to present the customer with all O-Ring purchasing options within a single Product Detail Page.

Which two Salesforce B2B Commerce functionalities should the company use?

Choose 2 answers

- A. Pricing Tiers
- B. Aggregate Product Type
- C. Attribute Driven Commerce
- D. Multiple Price List Items per Product

Correct Answer: BC

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**QUESTION 4**

Which three Pricing Adjustment Methods can be utilized for Tiered Pricing?

Choose 3 answers

- A. Percentage Adjustment
- B. Absolute Price
- C. Quote Price
- D. Price Adjustment
- E. Discount Price

Correct Answer: ABE

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**QUESTION 5**

Which two price lists can be displayed for users?

Choose 2 answers

- A. Best Price
- B. Reverse Sequence
- C. Sequence
- D. List Price

Correct Answer: AD

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