

B **2B-COMMERCE-ADMINISTRATOR**^{Q&As}

Salesforce Accredited B2B Commerce Administrator

**Pass Salesforce B2B-COMMERCE-ADMINISTRATOR
Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass2lead.com/b2b-commerce-administrator.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce
Official Exam Center

- ⚙️ **Instant Download** After Purchase
- ⚙️ **100% Money Back** Guarantee
- ⚙️ **365 Days** Free Update
- ⚙️ **800,000+** Satisfied Customers



QUESTION 1

A business user configures their price lists associated to the customer's account group. What is the best practice for giving customers access to a discounted set of products upon login?

- A. Create a new price list and individually add a new price list item for all products to be included.
- B. Create a coupon for a percentage discount off the cart total.
- C. Export the price list, perform a change function, then re-upload the price list.
- D. Clone a price list and use the mass update function to adjust the prices.

Correct Answer: D

QUESTION 2

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

QUESTION 3

Which three elements are critical prior to installing the Cloudcraze managed package?

Choose 3 answers

- A. Verified Customer Community licenses exist
- B. Ensure the customer has the community cloud license installed.
- C. Ensure that there is a full set of Salesforce B2B Commerce Data.
- D. Ensure the user doing the Install has a Role.
- E. Created a customer community profile.

Correct Answer: ADE

QUESTION 4

Which two statements are true regarding the proper setup of subscriptions?

Choose 2 answers

- A. There must be two CC pricelist items for each subscription, the upfront cost and recurring price.
- B. A business user can define a standard product and SubProdTerm can be defined to enable a customer to purchase a subscription.
- C. The storefront associated with the SPT will provide the entitlement needed to display the subscription in the catalog for the given customer.
- D. Only one SPTs can be defined \\\or a subscription.

Correct Answer: AC

QUESTION 5

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

QUESTION 6

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

QUESTION 7

In which order do Page Configuration values roll-up?

- A. Global Page > Global All > Storefront Page > Storefront All
- B. Storefront Page > Storefront All > Global Page > Global All
- C. Global All > Global Page > Storefront All > Storefront Page
- D. Storefront All > Storefront Page > Global All > Global Page

Correct Answer: C

QUESTION 8

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.

Correct Answer: BD

QUESTION 9

A customer has a requirement to allow users to ship items to multiple addresses, as well as allow for multiple shipping option selections.

Which Salesforce B2B Commerce feature Will satisfy this business requirement?

- A. Provide a custom shipping Implementation through the Salesforce B2B Commerce logic layer.
- B. Update the product catalog to include any new shipping properties.

- C. Update the Salesforce B2B Commerce Shipping Rates table with shipping properties for the storefront.
- D. Enable Line level Independence for the storefront.

Correct Answer: D

QUESTION 10

Which two statements are true about Salesforce B2B Commerce Price Lists?

Choose 2 answers

- A. A price list is specific to a certain currency.
- B. A price list may be set to become enabled in the future.
- C. A price list must contain prices for all products in the system.
- D. A price list may only be associated with a single user.

Correct Answer: AB

QUESTION 11

What accurately describes a Dynamic kit Product Type?

- A. A Kit is a tightly related set of product.
- B. The pricing Kit price is determined by the pricelist item associated with the Kit.
- C. A Kit is constructed by the customer.
- D. The pricing Kit is determined by the products contained in the Kit.

Correct Answer: C

QUESTION 12

Which two methods can Product Specs be used as a filter type?

Choose 2 answers

- A. Checkbox
- B. Slider
- C. Dynamic Range

D. Radio Button

Correct Answer: AB

QUESTION 13

Which two features are enabled after creating public groups to enable anonymous users if the Organization-Wide Default (OWD) for Account is set to Private?

Choose 2 answers

- A. register
- B. browse
- C. line level independence
- D. checkout

Correct Answer: AD

QUESTION 14

Which two descriptions accurately describes a Kit Product Type?

Choose 2 answers

- A. The pricing of a Kit is determined by the products contained in the Kit
- B. A Kit is constructed by the customer.
- C. The pricing of a Kit is determined by the price list item associated with the Kit.
- D. A Kit is a tightly related set of products.

Correct Answer: BC

QUESTION 15

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

[B2B-COMMERCE-ADMINISTRATOR PDF Dumps](#)

[B2B-COMMERCE-ADMINISTRATOR Exam Questions](#)

[B2B-COMMERCE-ADMINISTRATOR Braindumps](#)