

Salesforce B2B Commerce Administrator

1. A Salesforce B2B Commerce Community User authenticates to the storefront but does not see not entitled Products.

What are three potential causes a user may NOT see entitled Products?

Choose 3 answers

- A. Account Group of user's Account does not have any Price lists associated to it.
- B. The Account Group is only associated to one pricelist.
- C. Entitled pricelists are associated to a different community.
- D. Salesforce B2B Commerce custom field "Currency" on User Object is not populated.
- E. Products in the pricelists are marked "in Creation" Status.

Answer(s): A C E

2. In which location is the first price Tier defined when using Tiered Pricing?

- A. The Default Storefront Pricelist
- B. The Price field on the respective Pricelist Item Record
- C. The Tiered Pricing Lightning Component
- D. The CC Product Record

Answer(s): B

3. 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.

Answer(s): D

4. In which two ways can Tiered Pricing tables In- input?

Choose 2 answers

A. JSON text field

B. Visualforce component on the Price List Item

C. SOQL Query

D. TheCC Product Record

Answer(s): A B

5. Where is the from address configurable for emails sent from Salesforce 82B Commerce in workflow steps such as request password, checkout, or email cart?

A. Salesforce B2B Commerce storefront settings

B. Account

C. CC Account Group

D. Salesforce community settings

Answer(s): A

6. What is true of externally priced products functionality in Salesforce B2B Commerce?

A. They do not apply Salesforce B2B Commerce pricing logic to the product.

B. They do not leverage the CC Cart Line Item object.

C. Ones with Line level coupons can be applied accounts.

D. They have their own PDP.

Answer(s): A

7. Which Salesforce B2B Commerce object is used to tie an Account to a Price List?

A. Account Link

B. Contact Group

C. Account Group

D. User Id

Answer(s): C

8. After updating a Page Label record, which action is required to see those changes reflected in a storefront?

A. Rebuild and activate Configuration Cache in CC Admin > Global Settings> Configuration Cache Management.

B. Deactivate and Activate the storefront community.

C. Clear browser Cache on the computer.

D. Refresh Page Label Cache in CC Admin > Global Settings > Indexing.

Answer(s): A

9. Which three statements apply to display product specs on the Product Detail Page?

Choose 3 answers

A. Select the display Is Visible In Catalog on the Spec.

B. Add page section "spec-all to the Product Detail Page.

C. Assign a value to the spec for the given product.

D. You must set thePDP page configuration setting DSPspecs to TRUE for the storefront or globally.

E. The account group must be un-assigned to the customer.

Answer(s): A C D

10. 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"

Answer(s): D

11. What is true regarding coupons with a type of 'General'?

A. Coupons rules enable AND/OR conditions within the source or target condition.

B. There must be at least a source Product or Spec rules defined with a value

C. There must be a coupon rule defined for both source and target conditions.

D. There does not need to be a source or target rule defined for a general coupon.

Answer(s): A

12. How should a Salesforce B2B Commerce Attribute record be designated as a Parent Attribute?

A. Define the 'Child Attribute' relation field

B. Prefix the Attribute name with 'PARENT.'

C. Leave the 'Parent Attribute' relation field blank

D. Select the 'Parent Attribute' Checkbox

Answer(s): D

13. Which two statements are true when upgrading Salesforce B2B Commerce from Release A to Release B?

Choose 2 answers

A. Take a backup of all your Salesforce B2B Commerce data, since all data is most likely to get erased during the upgrade.

B. Salesforce B2B Commerce upgrades do not touch data in Salesforce B2B Commerce objects

C. Salesforce B2B Commerce upgrades ONLY replaces and adds to Managed Package Meta Data already installed.

D. Take a backup of all the Salesforce B2B Commerce extensions, since most likely all the extensions are going to be overwritten.

Answer(s): B C

14. Which three elements are critical prior to metalling 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.

Answer(s): A D E

15. Which two statements describe a Salesforce B2B Commerce storefront?

Choose 2 answers

- A. A customer can only belong to a single storefront
- B. Only one storefront can be configured for each community
- C. The products within a storefront must all be priced using the same currency.
- D. Each storefront within an implement can have different products, look and feel, and/or order flow.
- E. A storefront is what Salesforce B2B Commerce calls a Community.
- F. Multiple storefronts can be associated with a single Community.

Answer(s): D E

16. 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 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(s): B D

17. 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

Answer(s): C D E

18. 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.

Answer(s): A C

19. What is true about the use of Product Specs?

A. They can be applied to accounts.

B. They can be included as a condition to be tested on a promotion rule.

C. They can be used to define product specific pricing

D. A They can be used in the faceted search and/or displayed on the POP specifications tab.

Answer(s): D

20. 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

Answer(s): B C
