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

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### QUESTION 1

A company recently acquired two separate businesses, both of which have two separate e-stores. The company wants to migrate these eStore to Salesforce B2B Commerce, consolidating into a single platform.

Initially, the company wants these two stores to run independently of one another with their own set of customers (Customers on one storefront should not be able to login into other storefront) and their own look and feel, as well as their own product offering.

How should the Salesforce B2B Commerce consultant meet these business requests?

- A. Multiple Storefronts Storefront Associations
- B. Single Storefront. Multiple Account Groups
- C. Single Storefront, effective Accounts
- D. Multiple Salesforce Communities, Multiple Storefronts, Multiple Salesforce Profiles

Correct Answer: B

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### QUESTION 2

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.

Correct Answer: DE

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### QUESTION 3

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. A Clone a price list and use the mass update function to adjust the prices.

Correct Answer: D

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#### QUESTION 4

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

Choose 2 an answers

- A. Checkbox
- B. Slider
- C. Dynamic Range
- D. Radio Button

Correct Answer: AB

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#### QUESTION 5

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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