



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

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QUESTION 1

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 2

Where is the from address configurable for emails sent from Salesforce B2B 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

Correct Answer: A

QUESTION 3

A company recently acquired two separate businesses, both of which have two separate e-stores. The company wants to migrate these eStores 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

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 is the difference between a Kit end a Bundle?

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

Correct Answer: A

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