Question 1

What needs to be done first, in order to modify the out-of-the-box checkout flow template?

Options:

A) Clone the existing checkout flow

B) Change the permissions on the existing checkout flow

C) Rename the existing Checkout Flow in place

D) Delete the existing flow

Answer:

A

Explanation:

To modify the out-of-the-box checkout flow template, the first thing that needs to be done is to clone the existing checkout flow. This will create a copy of the default checkout flow that can be customized and assigned to a store. The existing checkout flow should not be changed, renamed, or deleted, as it may affect other stores that use it.Reference:Clone a Checkout Flow

Question 2

A Salesforce B2B Commerce Community User authenticates to thestorefront but does not see not entitled Products.

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

Choose 3 answers

Options:

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 flied 'Currency' on User Object is not populated.

E) Products in the pricelists are marked 'in Creation' Status.

Answer:

A, C, E

Explanation:

There are a few reasons why a Salesforce B2B Commerce Community User may not see entitled Products after authenticating to the storefront:

Account Group of user's Account does not have any Price lists associated to it.In order for a user to see entitled Products, their Account Group must have at least one Price List associated to it.

Entitled pricelists are associated to a different community.If the user's Account Group is associated to a different community than the Price Lists that they are entitled to, they will not be able to see those Products.

Products in the pricelists are marked 'in Creation' Status.Products that are in Creation status are not yet available for purchase, and therefore will not be visible to users.

Question 3

Question Type: MultipleChoice

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

Options:

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:

B

Explanation:

The first price Tier is defined on the Price field on the respective Pricelist Item Record. This is the price that will be displayed to users on the storefront.

When using Tiered Pricing, the first price tier is defined in the Price field on the respective Pricelist Item Record. Each Pricelist Item Record represents a specific product and defines the price tiers associated with that product. The Price field on the Pricelist Item Record determines the price for the first tier of the product.

Question 4

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

Options:

A) Salesforce B2B Commerce storefront settings

B) Account

C) CC Account Group

D) Salesforce community settings

Answer:

A

Explanation:

The from address for emails sent from Salesforce B2B Commerce in workflow steps is configurable in the Salesforce B2B Commerce storefront settings. This allows you to customize the email address that your customers see when they receive emails from your storefront.

Question 5

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

Choose 2 answers

Options:

A) JSON text field

B) Visualforce component on the Price List Item

C) SOQL Query

D) TheCC Product Record

Answer:

A, B

Explanation:

Tiered Pricing tables can be input in two ways:

JSON text field:Tiered Pricing tables can be input as a JSON text field on the Price List Item. This allows you to define complex Tiered Pricing rules with multiple tiers and conditions.

Visualforce component on the Price List Item:You can also use a Visualforce component to input Tiered Pricing tables. This gives you more flexibility in how you define and display your Tiered Pricing rules.

Question 6

What accurately describes a Dynamic kit Product Type?

Options:

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:

D

Explanation:

A Dynamic Kit Product Type is a Kit that is constructed by the customer. This means that the customer can choose the products that they want to include in the Kit. The pricing of the Kit is determined by the products that are contained in the Kit.

Question 7

Question Type: **MultipleChoice**

Which Selesforce B2B Commerce object is used to tie an Account to a Price List?

Options:

A) Account Link

B) Contact Group

C) Account Group

D) User Id

Answer:

C

Explanation:

The Account Group object is used to tie an Account to a Price List. This allows you to assign different Price Lists to different groups of Accounts. For example, you could have one Price List for wholesale customers and another Price List for retail customers.

Salesforce B2B Commerce Administrator Trailhead module: https://trailhead.salesforce.com/content/learn/modules/b2b-commerce-basics

Question 8

Question Type: MultipleChoice

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

Options:

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:
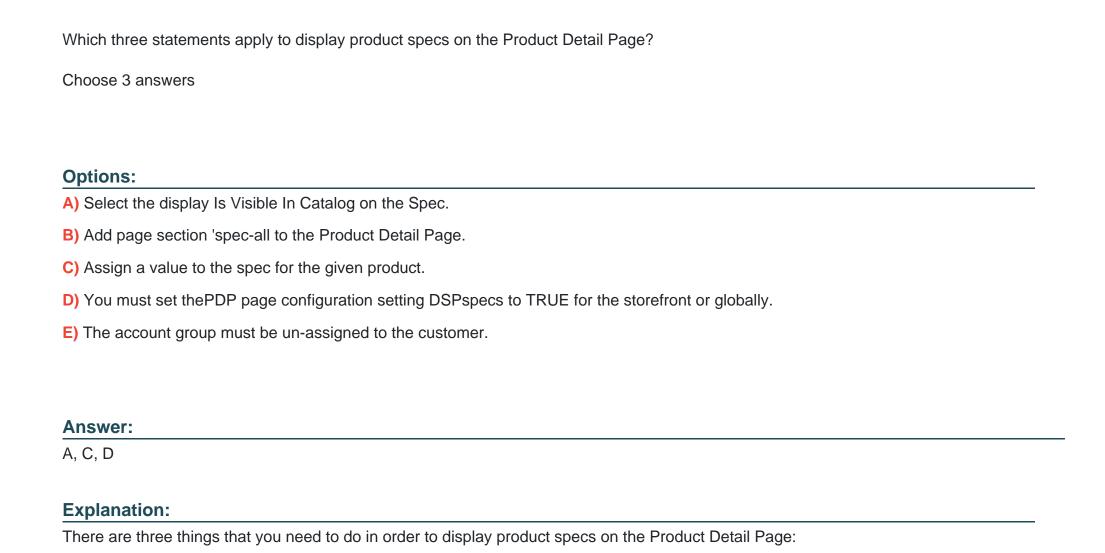
A

Explanation:

Externally priced products are a type of product in Salesforce B2B Commerce that do not have a price defined in the Price List Item object. Instead, the price of the product is determined by an external system, such as an ERP system. Externally priced products do not apply Salesforce B2B Commerce pricing logic, and they do not leverage the CC Cart Line Item object. Additionally, line level coupons cannot be applied to externally priced products. Externally priced products do not have their own PDP.

Question 9

Question Type: MultipleChoice

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

Choose 3 answers

Options:

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:

A, C, D

Explanation:

There are three things that you need to do in order to display product specs on the Product Detail Page:

Select theIs Visible In Catalogcheckbox on the Spec record.

Assign a value to the spec for the given product.

Set thePDP page configuration setting DSPspecs to TRUEfor the storefront or globally. This setting controls whether or not product specs are displayed on the Product Detail Page.

Salesforce B2B Commerce Administrator Trailhead module: https://trailhead.salesforce.com/content/learn/modules/b2b-commerce-basics