Salesforce

AP-201

B2B Commerce for Administrators Accredited Professional

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Product Version

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Latest Version: 6.0

Question: 1

Which three options does an Administrator have for adding content to a Product out of the box?

A. Only one Product Detail Image
B. One or more Attachments
C. Up to eight Product Detail Images
D. Only one Product List Image
E. One or more Product Banner Images

Answer: B, C, E

Explanation:
In Salesforce B2B Commerce, administrators can enhance product pages by adding various types of content. Out of the box, the options include:
B) One or more Attachments: Administrators can attach multiple files to a product. These attachments can include manuals, specifications, or additional information relevant to the product.
C) Up to eight Product Detail Images: This allows for a more comprehensive display of the product from different angles or in different use cases, enhancing the buyer's understanding and visualization of the product.
E) One or more Product Banner Images: These can be used to highlight key features, promotions, or any other important information related to the product at the top of the product page.
These features are designed to provide a rich, informative, and engaging product experience for the buyers, directly out of the box, without the need for custom development.

Question: 2

An Administrator would like for their content collections to automatically update when new content is added.
Which two steps should the Administrator take to implement this?

A. Create Content Rule records and associate them to a collection.
B. Create a Dynamic Content Collection.
C. Create criteria rules to filter content.
D. Create an Automated Collection.

Answer: A, B

Explanation:
To ensure content collections automatically update with new content, an administrator should:
A) Create Content Rule records and associate them to a collection: Content Rules define criteria for content inclusion, ensuring that new content meeting these criteria is automatically added to the collection.
B) Create a Dynamic Content Collection: Unlike static collections, dynamic collections automatically update based on predefined rules or criteria, ensuring the collection stays current with the latest content without manual intervention.
This setup allows for a more dynamic and responsive content management approach, where collections reflect the most current content relevant to the defined criteria, enhancing the user experience and content relevance.

Question: 3

An Administrator at Universal Containers (UC) wants to supply buyers with product-related information. Which two content types can an admin use to provide buyers with product-related information?

A. Document
B. File
C. Asset
D. Image

Answer: A, D

Explanation:
To provide product-related information, an administrator can use:
A) Document: This could include product manuals, specifications, or any other document that provides detailed information about the product.
D) Image: High-quality images can be used to visually represent the product, its usage, or any specific features, contributing to a better understanding of the product for the buyer.
These content types are instrumental in delivering comprehensive product information, enhancing the buyer's journey by providing all necessary details to make an informed purchase decision.

Question: 4

Which status does CMS content need to be in to edit the record?

A. Review
B. Preproduction
C. Editable

D. Draft

Answer: D

Explanation:
CMS content must be in the D. Draft status to be editable. This status indicates that the content is in the initial stages of creation or modification and has not yet been finalized for publication. Draft status allows administrators to make changes before the content is reviewed, approved, and published, ensuring that only fully vetted and complete content is made available to end-users.

Question: 5

An Administrator needs to rebuild the Search Index in the B2B Commerce App.
What should the Administrator do next while on the store record page?

A. Click on the Search tile
B. Click on Community Settings
C. Click on Search Reindexing in the Quick Actions
D. Go to Search Reindex in Setup

Answer: C

Explanation:
To rebuild the Search Index in the B2B Commerce App, the Administrator should:
C) Click on Search Reindexing in the Quick Actions: This option directly initiates the reindexing process from the store record page, updating the search index to reflect the most current data across products, categories, and content, thereby improving search accuracy and performance.

Question: 6

An Administrator has given another administrator access to the store to validate the B2B Commerce installation, but the welcome email was never receive In which two ways can the second Administrator access the store without changing the setup?

A. Check the Debug Logs for the welcome email.
B. Enable Guest Access in Experience Builder.
C. Log in from the Contact page in the Commerce app.
D. Log in using the link in the More Information section of the Store page.
E. Reset this user's password from Setup and have the user login again.

Explanation:
If a second administrator did not receive the welcome email for B2B Commerce, they can still access the store without changing the setup by Logging in from the Contact page in the Commerce app (C). This method allows administrators with existing Salesforce credentials to access the B2B Commerce environment directly through the Commerce app, bypassing the need for a welcome email. Additionally, Resetting the user's password from Setup and having the user login again (E) is a common workaround for access issues. This approach ensures that the user can reset their password and gain access to the store without relying on the initial welcome email. Checking Debug Logs (A), Enabling Guest Access in Experience Builder (B), and Logging in using the link in the More Information section of the Store page (D) are not standard practices for this particular scenario.

Question: 7

Which three guest browsing related options can be seen on the Buyer Access page?

A. Buyer Group Descriptions
B. Buyer Groups
C. Currency of the Guest Buyer Profile
D. Buyer Group Owner Name
E. Guest Buyer Profile Name

Explanation:
On the Buyer Access page, the following guest browsing related options are visible:
B) Buyer Groups: This option allows administrators to view and manage different buyer groups, facilitating tailored experiences for different segments of buyers.
C) Currency of the Guest Buyer Profile: This shows the currency settings for guest buyers, ensuring that products and transactions are displayed in the appropriate currency for a seamless browsing experience.
E) Guest Buyer Profile Name: This identifies the profile used for guest buyers, allowing administrators to customize and manage access and experiences for unauthenticated users browsing the store.
These options play a crucial role in managing and customizing the experience for both guest and authenticated buyers, enhancing the flexibility and effectiveness of the B2B Commerce platform.

Question: 8

A company sells products to industrial customers and only wants the customers to purchase products in increments of five.
Which two steps must an Administrator complete to implement this?

A. Connect the product to a Quantity Rule.
B. Enable Purchase Increment Rules.
C. Create a cart validation.
D. Create Purchase Quantity Rules.

Answer: A, D

Explanation:
To ensure customers can only purchase products in increments of five, an Administrator must:
A) Connect the product to a Quantity Rule: This involves creating a Quantity Rule that specifies the allowed increments for product quantities and then associating this rule with the specific products.
D) Create Purchase Quantity Rules: This step involves defining the rules that govern purchase quantities, including setting the required increments, which in this case would be increments of five.
These steps ensure that when customers add products to their cart, they can only do so in the specified increments, aligning with the company's sales strategy and operational requirements.

Question: 9

Which three aspects of a product can an Administrator populate as part of the Commerce App's Import feature?
(Short Description

A. Images
B. Price Book
C. Price Adjustment Schedule
D. Description

Answer: A, B, D

Explanation:
Through the Commerce App's Import feature, an Administrator can populate:
A) Images: Product images can be imported to visually represent each product.
B) Price Book: This includes importing pricing information associated with each product, allowing for accurate pricing display and calculations within the commerce site.
D) Description: Product descriptions provide detailed information about each product, which can be imported to enrich product listings and inform potential buyers.
This import functionality streamlines the process of populating product catalogs with essential information, ensuring a comprehensive and informative shopping experience for customers.

While testing a B2B store, an Administrator notices that the image for a product is missing on the cart page.
Which product image should the Administrator fix?

A. Product Thumbnail Image
B. Product List Image
C. Product Detail Image
D. Product Checkout Image

Answer: B

Explanation:
To ensure the product image appears on the cart page, the Administrator should fix the:
B) Product List Image: This image is typically used in summary views, such as in the shopping cart, to represent the product. Ensuring this image is correctly set and accessible will solve the issue of missing product images on the cart page.
This action ensures that customers have a visual confirmation of their chosen products throughout the shopping process, enhancing usability and the overall shopping experience.

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