



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

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QUESTION 1

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.

Correct Answer: A

QUESTION 2

Which two statements are true about Salesforce B2B Commerce Price Lists?

Choose 2 answers

- A. A price list is specific to a certain currency.
- B. A price list may be set to become enabled in the future.
- C. A price list must contain prices for all products in the system.
- D. A price list may only be associated with a single user.

Correct Answer: AB

QUESTION 3

Which two descriptions accurately describes a Kit Product Type?

Choose 2 answers

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

Correct Answer: BC



QUESTION 4

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 B. 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.

Correct Answer: BD

QUESTION 5

What accurately describes a Bundle Product Type?

- A. A Bundle is constructed by the customer.
- B. The pricing of a Bundle Is determined by the products contained in the Bundle.
- C. The pricing of a Bundle Is determined by the pricelist item associated with the Bundle.
- D. A Bundle is a tightly related set of products.

Correct Answer: C

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