Salesforce Accredited B2B Commerce Administrator

Salesforce B2B-Commerce-Administrator

Version Demo

Total Demo Questions: 31

Total Premium Questions: 313

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Topic Break Down

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Topic 1, B2B Commerce Basics	50
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QUESTION NO: 1

An Administrator has a working checkout flow and needs to meet a requirement that all orders over a certain amount be paid for using a credit card instead of a purchase order.

How should the Administrator start?

A. Search AppExchange for a Payment Gateway that handles both credit cards and purchase orders.

B. Add decision logic to hide the option for purchase orders on orders that meet the criteria.

C. Delete the pricing subflow called Subflow - Confirm Price and replace it with a new subflow for credit cards.

D. Create a Payment Gateway mapped to two providers.

ANSWER: B

Explanation:

Add decision logic to hide the option for purchase orders on orders that meet the criteria. The requirement is a checkout-policy rule based on the order total, so the appropriate starting point is to adjust the existing checkout flow's behavior at the point where the buyer selects a payment method. A decision evaluates whether the current cart or order amount exceeds the defined threshold. When it does, the checkout experience should expose the credit-card path and prevent selection of purchase order; when it does not, the normal payment-method choices can remain available. This approach preserves the established checkout flow and applies the rule only to the transactions that require it, rather than replacing unrelated pricing or payment infrastructure. Salesforce Flow decisions are designed to evaluate conditions and route the flow according to the result, making them appropriate for enforcing conditional checkout behavior. The implementation should use the amount available in the checkout context, define the threshold clearly, and test both sides of the threshold before activation. See Salesforce's Decision element documentation and the B2B Commerce checkout flow documentation.

QUESTION NO: 2

An Administrator received an export file from an external system, which contains products and categories. The categories are delimited using a single pipe character.

In which two ways can the Administrator set this up for import using the CSV import tool?

A. Add a dash to the category column.

B. Insert a greater than sign.

C. Split the categories into separate columns with appropriate labels.

D. Replace the pipes with a forward slash.

ANSWER: C D

Explanation:

"Split the categories into separate columns with appropriate labels." and "Replace the pipes with a forward slash." are valid ways to prepare the category information for the B2B Commerce CSV import tool. Category assignments must be represented in a structure the importer can map to the catalog's category hierarchy. An administrator can normalize the exported data into individually labeled category-level columns, allowing each level of the hierarchy to be explicitly mapped during import. This approach is particularly useful when the source file consistently provides a fixed number of category levels.

Alternatively, the administrator can convert the source system's pipe-delimited category path into the forward-slash path notation recognized by the import format. This preserves the hierarchy in one field while making its separators compatible with the expected category-path syntax. In either case, the key preparation step is translating the external system's delimiter convention into a category representation that the CSV importer can interpret consistently, so products are associated with the intended catalog categories. Salesforce's B2B Commerce product and catalog capabilities are described in the Salesforce B2B Commerce documentation and the B2B Commerce Administration learning materials.

QUESTION NO: 3

For which two reasons should an Administrator activate person accounts in a B2B Commerce org?

A. To setup B2B2C Commerce in an existing B2B Commerce org.

B. To enable business buyers.

C. To set up Order Management for B2B Commerceuse.

D. To enable individual buyers.

ANSWER: A D

Explanation:

Person accounts should be activated when the organization needs to set up B2B2C Commerce in an existing B2B Commerce org and when it needs to enable individual buyers. B2B2C Commerce supports selling through the same storefront to both business customers and consumers. Standard B2B buyers are generally represented as contacts associated with business accounts, whereas an individual consumer does not necessarily belong to a business account. A person account combines account and contact characteristics in one record, providing the customer model needed for those individual purchasers.

With person accounts available, an administrator can support consumer-oriented registration and buyer management alongside the organization's existing business-buyer model. This is especially useful when a company's commerce strategy includes direct-to-consumer sales as well as sales to companies, or when shoppers need to purchase independently rather than under a corporate account. Salesforce describes this capability as B2B2C Commerce and identifies person accounts as the mechanism for representing individual buyers. Administrators should evaluate and configure person accounts deliberately because enabling the feature affects the data model and is not reversible. See Salesforce's B2B2C Commerce Basics and Person Accounts documentation.

QUESTION NO: 4

Which two price lists can be displayed for users?

Choose 2 answers

A. Best Price

B. Reverse Sequence

C. Sequence

D. List Price

ANSWER: A D

Explanation:

Best Price and List Price are the two price values that can be displayed to B2B Commerce storefront users. List Price represents the standard catalog or base price associated with the product. Displaying it provides customers with the product's regular reference price. Best Price is the most advantageous price available to the current buyer after B2B Commerce evaluates the applicable pricing context, such as the buyer's assigned price books and entitlement-driven pricing. Showing Best Price lets a buyer see the price they are eligible to pay without requiring them to interpret the underlying price-book selection logic. These display choices support the common B2B requirement to show a standard price alongside the buyer-specific price when appropriate. The platform's pricing model uses price books to define and resolve product prices for buyers and storefront transactions; the displayed values are therefore customer-facing results of that pricing configuration. See Salesforce's B2B Commerce documentation and the B2B Commerce data model documentation for the broader product, buyer, and pricing architecture.

QUESTION NO: 5

Which three field types can be added as Searchable fields?

A. Picklist

B. Auto Number

C. Formula

D. Text Area

E. Currency

ANSWER: A B D

Explanation:

Picklist, **Auto Number**, and **Text Area** can be configured as searchable fields. B2B Commerce search uses the Salesforce search/indexing capabilities available for supported field data types, allowing the values held in these fields to contribute to searchable product or catalog-related records. A picklist is useful when users need to locate records based on a controlled business value, such as a brand, product family, or status. Auto Number values can be indexed so that users can find a record by its generated business identifier, SKU-style identifier, or other automatically assigned reference number. Text Area fields support storing longer free-form text and can be included so relevant descriptive content is available to search.

When configuring search, an administrator should choose fields whose values provide meaningful retrieval terms for storefront users and business users. Search indexing is based on field types supported by the platform and may require index rebuilding or reindexing before configuration changes are reflected in results. Salesforce's SOSL documentation describes how Salesforce search operates across searchable fields, while the B2B Commerce documentation covers catalog and search administration concepts. See Salesforce SOQL and SOSL Reference and Salesforce B2B Commerce documentation.

QUESTION NO: 6

Which three objects are accessible from the Commerce App menu?

A. Accounts

B. Reports

C. Buyer Entitlements

D. Product

E. Buyer Groups

ANSWER: A C E

Explanation:

The Commerce App menu provides administrators with direct access to the buyer-account and entitlement-management records needed to operate a B2B Commerce storefront. **Accounts** are available because B2B buying is account-based: an account represents the business customer and supplies the organizational context for its buyers, orders, and commerce relationships. **Buyer Groups** are available because they let an administrator organize buyers into reusable segments, such as a company division, customer tier, or purchasing audience. This grouping supports consistent assignment of commerce access and catalog-related rules across multiple buyers. **Buyer Entitlements** are also available because they connect the applicable commerce entitlements to buyers or buyer groups, controlling the catalog content, products, pricing, and purchasing experience that a customer can receive. Together, these menu items support the core administrative workflow of identifying the customer organization, grouping its buyers, and applying the appropriate commercial access rules. Salesforce's B2B Commerce data model describes the account, buyer group, and entitlement relationships used to manage B2B buyer access. See the Salesforce B2B and B2C Commerce data model documentation and the B2B Commerce administration Trailhead module.

QUESTION NO: 7

Where can the URL to a Community be found?

A. From Setup, search All Communities

B. From Setup, search Community Settings

C. Storefront Specific Settings

D. CC Admin

ANSWER: A

Explanation:

From Setup, search All Communities is correct because the All Communities page is the central Setup location for viewing and managing Salesforce Communities, now commonly called Experience Cloud sites. This page displays the organization's communities in a list and provides each community's URL, along with status and management actions. An administrator can open Setup, enter "All Communities" in Quick Find, and use the listed URL to identify the address users access for the community. This is especially useful in B2B Commerce implementations because the storefront is delivered through a community; the community URL identifies the site entry point independently of the business configuration maintained in Commerce administration. Salesforce's Experience Cloud documentation describes the All Communities page as the place to view and manage communities/sites, while the site creation and administration documentation explains that each site has its own address. See Salesforce Help: View All Communities and Salesforce Help: Experience Cloud Overview.

QUESTION NO: 8

An Administrator has a customer that will go live without an external tax provider until some complex regional requirements are solidified. They will start using a flat tax on a per country and per region basis in the meantime.

The customer has provided the data in a CSV file with three columns: country, region, taxRate.

Which two actions should the Administrator take to use the tax data?

A. Have a developer modify the tax code used in the checkout flow.

B. Use Data Loader to import the CSV file to the Cart Tax object.

C. Use the Import feature in the Commerce App to load the tax data.

D. Create a custom object.

ANSWER: B C

Explanation:

Use Data Loader to import the CSV file to the Cart Tax object and use the Import feature in the Commerce App to load the tax data. Flat-tax configuration in Salesforce B2B Commerce is data driven: tax records identify the geographic scope, such as a country and region, and provide the tax rate to apply when a cart is evaluated. The supplied CSV structure directly supports this model because each row can represent one country-and-region tax-rate combination. Data Loader is appropriate for inserting or updating those records in bulk, which is especially useful when the customer provides the source data as a CSV file. The Commerce App import capability also provides an administrator-oriented mechanism for loading commerce data, allowing the tax-rate dataset to be brought into the storefront configuration without building an external tax-provider integration. Once the records are loaded, B2B Commerce can use the configured flat rates during cart and checkout tax processing for the applicable shipping or billing geography. This approach lets the customer launch with maintainable, declarative tax data and later replace or extend the strategy when its regional tax requirements are finalized. See Salesforce's CartTax reference and B2B Commerce documentation.

QUESTION NO: 9

Which two types of data are supported by the Multilevel Navigation Menu Component in B2B Commerce?

A. System Link

B. Data Source

C. External URL

D. Event

ANSWER: A C

Explanation:

The Multilevel Navigation Menu Component supports **System Link** and **External URL** data. A System Link provides navigation to a destination managed within the B2B Commerce storefront and Salesforce experience, allowing an administrator to create menu entries that take buyers to relevant internal pages and supported commerce destinations. This allows the menu to remain aligned with the storefront's configured navigation and page structure. An External URL provides a menu item that opens a specified web address outside the storefront. This is useful when buyers need access to resources maintained elsewhere, such as a manufacturer site, corporate policy page, support portal, documentation library, or another approved external destination. Together, these data types enable administrators to build a hierarchical menu that combines internal storefront navigation with links to external resources, without requiring custom development for each link. Salesforce B2B Commerce administration focuses on configuring buyer-facing experiences, including storefront navigation, through supported tools and components. For an overview of B2B Commerce capabilities and storefront administration, see Salesforce Trailhead: B2B Commerce Basics and Salesforce Help: B2B Commerce.

QUESTION NO: 10

The digital store experience for Salesforce B2B Commerce is powered by which other Salesforce product?

A. B2C Commerce

B. Field Service

C. Salesforce CMS

D. pardot

ANSWER: A

Explanation:

B2C Commerce is correct because Salesforce B2B Commerce uses the commerce capabilities and digital storefront foundation associated with Salesforce Commerce Cloud. This lets business-to-business sellers provide a modern online buying experience while supporting the specialized requirements of organizational buyers, such as company accounts, buyer roles, negotiated pricing, product catalogs, large-order workflows, and self-service purchasing. The underlying commerce platform provides the essential storefront and transactional capabilities needed to present products, manage shopping and checkout activities, and deliver a scalable digital commerce experience. B2B Commerce builds on those commerce foundations to adapt the experience to the more complex relationships and purchasing processes common in business sales. Salesforce positions its B2B offering as a way to deliver consumer-grade commerce experiences for business buyers, drawing on its broader Commerce Cloud capabilities. For an overview of Salesforce's B2B digital commerce offering, see Salesforce B2B Commerce. For the associated business-to-consumer commerce platform and its storefront capabilities, see Salesforce B2C Commerce.

QUESTION NO: 11

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.

ANSWER: A

Explanation:

They do not apply Salesforce B2B Commerce pricing logic to the product. Externally priced products support commerce implementations in which the authoritative price is calculated by an external pricing system rather than by the standard B2B Commerce pricing framework. When a product is designated for external pricing, B2B Commerce does not perform its normal product-price resolution for that item, such as deriving the price through the platform's configured price books and buyer-specific pricing logic. Instead, the implementation obtains and supplies the price through the external-pricing integration during relevant cart and checkout interactions.

This capability is useful when an organization must retain a separate enterprise pricing engine as the source of truth—for example, where pricing depends on contract rules, customer-specific agreements, complex configuration, or real-time market data maintained outside Salesforce. The product can still participate in the buyer's commerce experience and cart workflow; the defining behavior is specifically that its price is externally determined, rather than calculated by Salesforce B2B Commerce. Salesforce documents this feature in its Externally Priced Products documentation and provides the underlying cart-item data model in the CC Cart Line Item reference.

QUESTION NO: 12

In which order do Page Configuration values roll-up?

A. Global Page > Global All > Storefront Page > Storefront All

B. Storefront Page > Storefront All > Global Page > Global All

C. Global All > Global Page > Storefront All > Storefront Page

D. Storefront All > Storefront Page > Global All > Global Page

ANSWER: C

Explanation:

Global All > Global Page > Storefront All > Storefront Page is the correct roll-up order because Page Configuration uses progressively more specific scopes to determine the effective value for a page. A value set at Global All establishes the broad default across all storefronts and page types. Global Page can then supply a default for a particular page type everywhere. Storefront All adds a storefront-specific setting that applies across that storefront's pages, and Storefront Page is the most granular scope, allowing a setting for a particular page in one specific storefront. When the same configuration property is set at multiple levels, the value from the most specific applicable scope takes precedence. This layered approach lets administrators establish reusable defaults while still supporting targeted storefront and page-level presentation requirements without duplicating every configuration value. Salesforce's B2B Commerce resources describe the platform's storefront configuration model and its support for storefront-specific customization: Salesforce B2B Commerce Developer Documentation and Salesforce B2B Commerce Help.

QUESTION NO: 13

An admin is analyzing requirements around a customer's category hierarchy for a multi-language site. They have a set of 110 categories which contain many child categories. Which consideration should the admin keep in mind prior to implementation?

A. Only 50 categories can be localized per language

B. There is a depth limit for the number of child categories

C. There is a limit of 50 categories total across all languages

D. There is a limit of 100 categories total across all languages

ANSWER: B

Explanation:

There is a depth limit for the number of child categories. In Salesforce B2B Commerce, the catalog category structure is hierarchical, but it is not unlimited: a category hierarchy can contain a maximum of five levels. The administrator should therefore map the proposed taxonomy before building it, ensuring that every path from the top-level category through its nested child categories remains within that supported depth. This is particularly important when a catalog has many categories, because the overall quantity of categories does not by itself indicate whether the structure is implementable. A set of 110 categories can be organized successfully when distributed across valid hierarchy paths, but deeply nested product classifications can exceed the supported level limit even with far fewer categories. Localization supports translated category content for the site's enabled languages; it does not remove or extend the hierarchy-depth constraint. Planning the hierarchy early also helps preserve predictable shopper navigation, breadcrumbs, category URLs, search behavior, and merchandising operations after the catalog is published. Salesforce's B2B Commerce learning materials describe catalog and category setup concepts, while the product documentation provides the applicable platform implementation guidance. See Salesforce Trailhead: B2B Commerce for Lightning Experience and Salesforce Help: B2B Commerce.

QUESTION NO: 14

What are two options for Price List selection method on a CC Account Group?

Choose 2 answers

A. Reverse Sequence

B. Sequence

C. Best Price

D. List Price

ANSWER: B C

Explanation:

The available Price List selection methods for a CC Account Group are **Sequence** and **Best Price**. These settings determine how B2B Commerce resolves pricing when more than one price list is applicable to an account group. With **Sequence**, the storefront evaluates eligible price lists according to the configured priority order. This is useful when the business wants a controlled pricing hierarchy, such as applying a customer-specific agreement before a broader segment-level price list. With **Best Price**, the storefront evaluates the applicable price-list prices and uses the most favorable eligible price for the buyer. This supports pricing programs in which a buyer can qualify for overlapping pricing arrangements and should receive the lowest available amount. The account-group setting is therefore an important part of ensuring that buyer pricing is applied consistently for the intended customer segment and commercial agreement. Salesforce's B2B Commerce learning materials discuss administration of buyer accounts, catalog access, and pricing configuration in B2B Commerce Admin Essentials. For the current platform overview and B2B Commerce resources, see the Salesforce B2B Commerce Developer Documentation.

QUESTION NO: 15

Which two preferences are required to successfully run B2B on Lightning Experience checkout? 27m 30s

A. Enable Account Relationships

B. Enable Optional PriceBooks for Orders

C. Enable Negative Quantity

D. Enable Orders

ANSWER: A D

Explanation:

Enable Account Relationships and **Enable Orders** are the required organization preferences for B2B Commerce checkout in Lightning Experience. B2B Commerce is account-centric: a buyer acts in the context of a buyer account, and the account relationship capability supports the account and contact relationship model used to identify the purchasing organization and the people who can buy for it. This is essential for applying the appropriate buyer-account context throughout the storefront and checkout experience.

Orders must also be enabled because checkout culminates in the creation of an order record. The B2B Commerce checkout flow uses Salesforce order functionality to persist the submitted purchase, including its account, order products, delivery information, and applicable pricing. Enabling Orders provides the platform capability on which the checkout submission and downstream order-management process depend.

These preferences should be reviewed in Setup before configuring or testing a B2B Commerce store's checkout. Salesforce's B2B Commerce setup guidance and general order setup documentation provide the relevant administrative context: Salesforce Trailhead: B2B Commerce Administration and Salesforce Help: Orders.

QUESTION NO: 16

The storefront contains Products that are in multiple categories.

How can an Administrator choose which Category displays in the breadcrumb?

A. Set the Category as priority 1

B. Set the Category as the Primary Category

C. Set the Category to "Show in Menu"

D. Set the Category as priority 0

ANSWER: B

Explanation:

Set the Category as the Primary Category is correct. In Salesforce B2B Commerce, a product can be assigned to more than one category so that it can be discovered through multiple browsing paths. To establish the category context used as the product's default navigation path, including the breadcrumb displayed for the product, the administrator designates one of its category assignments as the primary category. This creates a consistent, intentional hierarchy for shoppers when they arrive at the product page, rather than relying on an arbitrary category assignment. The primary category should reflect the product's most appropriate placement in the storefront catalog structure—for example, the category path that best represents how the business wants customers to navigate to that item. Administrators manage product-category assignments and the primary category in Commerce Administration when maintaining catalog data. Salesforce's B2B Commerce documentation describes how categories organize products for storefront navigation and how product categorization is maintained in Commerce Administration. See Salesforce Help: B2B Commerce Categories and Salesforce Help: B2B Commerce Products.

QUESTION NO: 17

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

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

Choose 3 answers

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 D E

Explanation:

Products displayed to a B2B Commerce storefront user are determined by the user's account-based entitlement and by whether the applicable catalog data is ready for storefront use. An account group is the mechanism used to associate an account with price lists. Therefore, when the account group of the user's account has no associated price list, the storefront has no entitled pricing/product context from which to return products for that buyer. In implementations using the package's user-level currency behavior, the custom Currency field on the User record must be populated so that the applicable currency and price-list pricing can be resolved for the authenticated shopper. Finally, products that remain in the *In Creation* lifecycle status are still being prepared and are not available for normal storefront presentation; product records must be in an available/published state to be returned to buyers. These checks should be made alongside confirming account-group membership and price-list product assignments. Salesforce's B2B Commerce product and catalog configuration concepts are described in the B2B Commerce Developer Guide and the B2B Commerce for Administrators Trailhead module.

QUESTION NO: 18

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.

ANSWER: A B

Explanation:

A Kit is constructed by the customer because a kit supports buyer-driven selection of the individual products that make up the purchasable configuration. This is useful when a business wants customers to assemble a solution from eligible component products rather than purchase one predetermined collection. The resulting kit represents the customer's chosen combination of items.

The pricing Kit is determined by the products contained in the Kit because the kit's price is calculated from the component products selected for that particular configuration. Each included product contributes its applicable price, so the total can change when the customer changes the kit contents or quantities. This component-based pricing aligns the commercial value of the kit with the specific set of products the customer assembled. Salesforce B2B Commerce product and catalog capabilities support merchandising products and their related purchasing configurations, while pricing is managed through the applicable catalog and price mechanisms. See the Salesforce B2B Commerce Developer Guide and Salesforce's B2B Commerce Help documentation for product-catalog and commerce-administration guidance.

QUESTION NO: 19

Which two features are needed in a scratch org definition file to deploy and enable B2B Commerce?

A. Communities

B. Advanced Reports

C. Scratch Orgs are not Supported

D. Communities and B2B Commerce

ANSWER: D

Explanation:

Communities and B2B Commerce are the required scratch-org features because a Salesforce B2B Commerce storefront is implemented as an Experience Cloud site. The `Communities` feature makes Experience Cloud capabilities available in the scratch org, including the site framework on which the buyer-facing storefront runs. The `B2BCommerce` feature provisions the B2B Commerce product capabilities and metadata needed to configure and deploy B2B Commerce storefront components, catalogs, buyer groups, and related functionality. Both feature names belong in the scratch-org definition file's `features` array; enabling only the commerce product feature does not establish the Experience Cloud foundation required for a storefront. In practice, the definition also commonly includes relevant settings, such as enabling Experience Cloud/Networks, but those settings do not replace the two required features. Salesforce's B2B Commerce developer guidance describes creating a scratch org with the B2B Commerce and Communities features, while the Salesforce DX documentation explains that scratch-org definition files use the `features` array to enable org features. See Salesforce B2B Commerce scratch-org guidance and Salesforce DX scratch-org definition documentation.

QUESTION NO: 20

A company decided to change their payment method from one payment gateway to another. 08m 07s.

What does an Administrator need to do to configure the store to use the new payment gateway?

A. Update the payment gateway settings on the Payment and Billing subflow.

B. Configure the payment gateway using the Experience Builder Administration page.

C. Link the integration in store administration.

D. Use a Salesforce Labs package.

ANSWER: A

Explanation:

Update the payment gateway settings on the Payment and Billing subflow. In Salesforce B2B Commerce, checkout processing is orchestrated through checkout flows and their configured subflows. The Payment and Billing subflow is the appropriate place to maintain the payment-processing configuration that the storefront invokes during checkout. When the merchant adopts a different gateway, the administrator updates this subflow's payment gateway settings to point to the replacement integration and supplies the gateway-specific configuration values required for authorization and billing processing. This ensures that the checkout flow sends payment requests through the newly selected provider while retaining the store's existing checkout orchestration. The administrator should coordinate with the gateway provider to obtain the required credentials, endpoint details, and any merchant account identifiers before applying the configuration, then validate the change in a suitable test environment with an end-to-end checkout. Salesforce's B2B Commerce documentation describes checkout flows as the mechanism for configuring checkout behavior, while Salesforce's payment guidance explains the role of gateway integrations in processing payments. See Salesforce Help: B2B Commerce Checkout Flows and Salesforce Developer Documentation: Payment Gateways.

QUESTION NO: 21

In which three instances should an Administrator perform a search Index? 3 Answers

A. After making changes to the Product Detail Page layout in Lightning Experience Builder

B. After making a delta load for the Product Catalog

C. After making changes to tax calculation settings for Checkout

D. After adding a new category with a product under it which is ready to be sold.

E. After updating the description of 10 products.

ANSWER: B D E

Explanation:

A search index should be performed after making a delta load for the Product Catalog because a delta load introduces catalog additions or changes that must be incorporated into the searchable catalog data. Running the index ensures that storefront search reflects the latest product and category information delivered by the incremental load.

A search index is also needed after adding a new category with a product under it which is ready to be sold. Indexing makes the newly available catalog structure and its product discoverable through search, so shoppers can find products that have just been placed into a sellable category.

After updating the description of 10 products, an index is appropriate because product descriptions are searchable product attributes. Rebuilding or updating the search index refreshes the search engine's stored representation of those products, allowing new terminology and keywords in the descriptions to influence shopper search results. In general, administrators should index whenever catalog content that customers need to search for has been added or materially updated. Salesforce's B2B Commerce documentation describes catalog search and indexing behavior, while Trailhead provides broader administration context for maintaining storefront catalog data. See Salesforce B2B Commerce Developer Documentation and B2B Commerce Basics on Trailhead.

QUESTION NO: 22

An Administrator is asked to change the Search settings and perform a rebuild of the search index.Which three aspects can the Administrator control out of the box?

A. Sort Rules

B. Results per Page

C. Results Filters

D. Include Images

E. Scheduled Indexing

ANSWER: A B C

Explanation:

Out of the box, B2B Commerce search configuration lets an administrator define **Sort Rules**, **Results per Page**, and **Results Filters**. Sort rules determine the ordering buyers receive for matching products, such as an ordering based on relevance or a configured business-oriented ordering. Results-per-page configuration controls the number of products presented in each page of the search-results experience, helping tailor browsing behavior and page navigation for the storefront. Result filters control the searchable refinements that buyers can use to narrow a product result set, which is a core part of product discovery when catalogs contain many products or variations. These settings are applied through the commerce search configuration and are reflected after the administrator rebuilds the search index. Rebuilding is important because the index is the optimized search representation used by the storefront; it incorporates the configured product-search data and makes the current configuration available to buyers. Salesforce's B2B Commerce learning materials describe search and product-discovery administration in the broader context of configuring a storefront and its catalog. See Salesforce Trailhead: B2B Commerce for Administrators and the Salesforce B2B Commerce documentation.

QUESTION NO: 23

The storefront contains Products that are in multiple categories.

How can an Administrator choose which Category displays in the breadcrumb?

A. Set the Category as priority 1

B. Set the Category as the Primary Category

C. Set the Category to "Show in Menu"

D. Set the Category as priority 0

ANSWER: B

Explanation:

Set the Category as the Primary Category. In B2B Commerce, a product can be assigned to more than one category so that it can be found through multiple catalog-navigation paths. The primary-category designation identifies the product's canonical category relationship for storefront navigation. When the shopper reaches a product that has several category assignments, B2B Commerce can use that primary category to establish the category path shown in the breadcrumb. This gives the administrator control over the navigation context presented to shoppers and helps maintain a consistent path back to the intended category listing. The category assignment remains useful for product discovery in other applicable categories, while the primary designation determines the preferred category hierarchy for the breadcrumb experience. Administrators should therefore select the category that best represents the product's main catalog location and mark that assignment as primary. Salesforce's B2B Commerce documentation describes catalog and category-based product organization, and the B2B Commerce learning materials cover the administrator's role in configuring catalog navigation: Salesforce B2B Commerce Developer Guide and Salesforce Trailhead: B2B Commerce Administration.

QUESTION NO: 24

How can an Administrator categorize a Variant Product?

A. Assign the Variant Product directly to the Category

B. Assign the Variant's Basic Product directly to the Category

C. Assign the Variant's Parent Product directly to the Category

D. Assign the Variant's Expanded Product to the Category.

ANSWER: C

Explanation:

Assign the Variant's Parent Product directly to the Category. In Salesforce B2B Commerce, a variant represents a purchasable version of a parent product, such as an item distinguished by size, color, or another variation attribute. The Parent Product is the catalog-facing product record used to organize the related variants and present them cohesively in storefront navigation. When an administrator assigns the Parent Product to a category, shoppers can discover the product family through that category and select the appropriate variant from the parent product's detail experience. This model keeps category management consistent and avoids maintaining separate category assignments for every individual variation. It also supports a cleaner catalog hierarchy: the category contains the product family, while the parent-to-variant relationship supplies the specific purchasable choices. Salesforce's Commerce documentation describes product variations as a parent product with related variation products and explains the product-variation model used for storefront merchandising. See the Salesforce Commerce product variations documentation and the Salesforce Commerce Developer documentation for product-catalog concepts.

QUESTION NO: 25

A B2B admin needs to modify the storefront experience on the Product Detail Page. Where in the III can the admin directly access Experience Builder to make the change?

A. Experience Cloud Configuration

B. All Sites

C. Experience Settings

D. Digital Experiences

ANSWER: B D

Explanation:

All Sites is the standard destination for opening Experience Builder. From Setup, an administrator can search for and open All Sites, locate the relevant B2B Commerce storefront, and select Builder to edit the site's pages and components. Changes to the Product Detail Page presentation, such as page layout regions and configurable storefront components, are made in that site's Experience Builder workspace.

Digital Experiences is also correct because it is the Setup navigation area that contains the site-management path to All Sites. An administrator can navigate through Digital Experiences to reach the list of Experience Cloud sites, then launch Builder for the appropriate storefront. This provides a direct administrative route to the same Experience Builder entry point rather than requiring custom development or deployment tools.

Experience Builder is Salesforce's visual site-authoring tool for Experience Cloud sites, including B2B Commerce storefronts. Site access and Builder launch actions are managed from the site list, ensuring the administrator edits the intended storefront and publishes changes through the supported site-management workflow. Salesforce documents site management and access to Builder in All Sites and describes the authoring environment in Experience Builder.

QUESTION NO: 26

An Administrator needsto prevent a category from displaying in the navigation menu.

Which feature allows the Administrator to do this?

A. Category deactivation

B. Menu Exclusion

C. Category Exclusion

D. Show in Menu

ANSWER: D

Explanation:

Show in Menu is the category-level setting used to control whether a category is rendered in the storefront navigation menu. An administrator can clear this setting for a category when the category should remain available in the catalog structure but should not be presented as a navigational choice to buyers. This is useful for organizing categories behind the scenes, supporting targeted links or search-driven discovery, or retaining a category's product and hierarchy configuration without exposing it in the primary menu.

Navigation is built from the catalog category hierarchy and its menu-visibility configuration. Therefore, changing the category's menu display setting directly addresses the requirement while preserving the category itself and its related catalog data. After the category is configured appropriately, administrators should publish or activate the relevant catalog changes as required by their storefront setup so the navigation experience reflects the update. Salesforce's B2B Commerce learning materials describe catalog and category administration as part of managing the buyer storefront experience: Salesforce Trailhead: B2B Commerce Basics. Additional B2B Commerce implementation and administration resources are available in the Salesforce B2B Commerce Developer Documentation.

QUESTION NO: 27

What happens if a language is deleted from Experience Builder?

A. The Content is deleted

B. The content moves to the recycle bin

C. The content is no longer visible and it is deleted.

D. The content is no longer visible but is not deleted.

ANSWER: D

Explanation:

The content is no longer visible but is not deleted. Deleting a language in Experience Builder removes that language from the site's available language configuration, so visitors can no longer select it or view the site through that language's localized experience. This action affects the language's availability and visibility, rather than permanently destroying the associated translated content. Salesforce retains the content so that it can be available again if the language is subsequently re-enabled or added back to the site configuration. This behavior is important for administrators managing multilingual B2B Commerce experiences: removing a language can be used to temporarily stop publishing a localized experience without requiring translation work to be recreated later. It also helps protect the investment in translated pages and content while a language is inactive. Administrators should still review site language settings and publishing status before making changes, because the visitor-facing experience updates when a language is removed. See Salesforce guidance on [adding and managing languages for Experience Cloud sites]() and the [Trailhead module on multilingual Experience Cloud content]().

QUESTION NO: 28

Which object is added in the data model by enabling Commerce in Setup?

A. Price Adjustment Plan

B. Store

C. Product Increment Rule

D. Account

ANSWER: B

Explanation:

Store is the object added to the Salesforce data model when Commerce is enabled in Setup. A store represents the commerce storefront and acts as the central configuration point for a B2B Commerce implementation. Administrators use the store record to establish the selling environment that buyers access, then associate the store with commerce capabilities such as its catalog, buyer groups, entitlement policies, and other storefront settings. This object is therefore foundational: it provides the business and operational container in which the storefront experience is configured and managed.

Enabling Commerce makes the underlying commerce data model available in the org, including the store entity required to create and administer a storefront. After Commerce is enabled, an administrator can create a store and continue the implementation by configuring the related catalog, pricing, access, and experience settings. Salesforce documentation describes store setup as a core part of configuring B2B Commerce and identifies stores as the place where commerce settings and buyer-facing experiences are organized. See Salesforce's [B2B Commerce setup documentation]() and the [WebStore object reference]() for the commerce storefront data model.

QUESTION NO: 29

Which permission set is needed for a user in the storefront to review carts within the same account?

A. Buyer Plus

B. Buyer Manager Plus

C. Buyer Manager

D. Buyer

ANSWER: C

Explanation:

Buyer Manager is the required permission set because it gives a storefront user manager-level visibility into commerce activity for buyers associated with the same account. This access supports an organizational purchasing workflow in which an authorized account representative can oversee carts created by other users in that account, rather than being limited to the cart the representative personally created. It is especially useful when purchasing requires review, coordination, or centralized oversight before an order is placed. The permission set is intended for users who need to act on behalf of, or supervise commerce activity for, their account and therefore need account-wide cart review capabilities in the storefront. Salesforce assigns storefront permissions through buyer-focused permission sets, with Buyer Manager providing the additional account-level management access needed for this scenario. Configure the permission set for the appropriate contact or user who represents the buying organization, and ensure that the person is associated with the applicable account. See Salesforce's buyer permission set documentation and the Commerce basics Trailhead module for details on storefront buyer roles and access.

QUESTION NO: 30

A customer wants to have a discount program based on the number of items purchased, where the higher the quantity, the larger the discount.

What does an Administrator need to configure to set up Tiered Pricing for a product?

A. Price Adjustment Schedules

B. Priority Pricing

C. Stepped Pricing

D. Promotions Flow

ANSWER: A

Explanation:

Price Adjustment Schedules is the required configuration for tiered, quantity-based product pricing in Salesforce B2B Commerce. A price adjustment schedule defines the quantity thresholds at which pricing changes and the adjustment associated with each threshold. For example, an administrator can configure one adjustment for a small quantity range, then configure increasingly larger discounts as the buyer's purchased quantity reaches higher ranges. This directly supports the customer's requirement that a larger order quantity receives a larger discount.

The schedule is associated with the applicable product pricing so that B2B Commerce can evaluate the quantity in the buyer's cart and apply the appropriate adjustment automatically. This makes the pricing program reusable, maintainable, and consistent across storefront transactions, without requiring manual discounting for each order. Administrators should define the tiers carefully, including the quantity breakpoints and the adjustment values, and ensure the schedule is available in the relevant price book and buyer context. Salesforce B2B Commerce pricing is built around catalog, price book, and buyer-specific pricing capabilities; price adjustments provide the mechanism for applying conditional pricing rules such as quantity breaks. See Salesforce's B2B and D2C Commerce Developer Guide and the B2B Commerce Administration Trailhead module.

QUESTION NO: 31

Northern Trail Outfitters (NTO) is ready to move their store from Sandbox to Production. 26m 00s

Which three components does an Administrator need to consider as part of the Change Sets?

A. Platform Events

B. Store Configuration Component

C. Custom Objects and Fields

D. Site.com (from Experience Builder)

E. Process Builder Flows

ANSWER: B C E

Explanation:

Store Configuration Component, **Custom Objects and Fields**, and **Process Builder Flows** are the relevant deployment considerations for moving the store's supporting configuration and custom behavior from a sandbox to production. The store configuration component carries B2B Commerce store setup that must accompany the release so that the destination org has the corresponding commerce configuration. Custom objects and fields are metadata and must be included when the implementation uses them to hold business-specific information, such as data supporting catalog, account, or ordering customizations. Process Builder automation is represented as flow metadata; including the relevant flows ensures that the production store executes the same business automation after deployment. Administrators should identify dependencies among these components before uploading the outbound change set, then validate and deploy the inbound change set in production. Salesforce change sets are designed to move supported metadata between connected orgs, but they do not transfer record data, so any required production data should be planned separately. See Salesforce's Change Sets documentation and the Metadata Coverage and Types reference for deployment behavior and supported metadata.