



Salesforce

AP-201 Exam

B2B Commerce for Administrators Accredited Professional

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DEMO Version

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Question 1. (Single Select)

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

- A: Review
- B: Preproduction
- C: Editable
- D: Draft

Correct 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 2. (Multi Select)

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

Correct 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 3. (Multi Select)

An Administrator has given another administrator access to the store to validate the B2B Commerce installation, but the welcome email was never received. 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.

Correct Answer: C, E

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 4. (Multi Select)

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

Correct Answer: B, C, E

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 5. (Multi Select)

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.

Correct 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.



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