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**Exam : B2B Commerce Administrator**

**Title : Salesforce Accredited B2B  
Commerce Administrator  
(WI20)**

**Version : DEMO**

1.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 field "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.

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

- 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.

Reference: Salesforce B2B Commerce Administrator documents or study guide (specifically, the section related to Tiered Pricing and Pricelist Item Records).

3.What accurately describes a Dynamic kit Product Type?

- 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.

4. In which two ways can Tiered Pricing tables be input? Choose 2 answers

- A. JSON text field
- B. Visualforce component on the Price List Item
- C. SOQL Query
- D. The CC 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.

5. Where is the from address configurable for emails sent from Salesforce B2B Commerce in workflow steps such as request password, checkout, or email cart?

- 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.