



Download Salesforce B2B Commerce for Administrators Accredited Professional (AP-201) Exam Dumps Free

Shared by Holman on 17-06-2026

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Question 1

Question Type: MultipleChoice

Which two potential risks can a company encounter when turning on Digital Experiences during B2B Commerce setup? 09m 56s

Options:

- A- Digital Experiences extends portal access to external members.
- B- External members may have permissions to view records they should not be able to view.
- C- Digital Experiences extends internal org access to external members.
- D- External members are provided read access to all objects in the org by default.

Answer:

A, B

Explanation:

When turning on Digital Experiences during B2B Commerce setup, two potential risks include Digital Experiences extending portal access to external members (A) and the possibility of external members having permissions to view records they should not be able to view (B). Proper configuration and management of access rights and permissions are crucial to mitigate these risks, ensuring that external members only have access to appropriate information and functionalities.

Question 2

Question Type: MultipleChoice

Which three objects need the "Public Read Only" access level to enable external buyers to view products on the storefront?

Options:

- A- Accounts
- B- Order Delivery Method
- C- Catalog

D- Product Media

E- Price Book

Answer:

B, C, E

Explanation:

To enable external buyers to view products on the storefront, the objects that need to be set to 'Public Read Only' access level are Order Delivery Method (B), Catalog (C), and Price Book (E). Order Delivery Method is crucial for buyers to understand shipping options; Catalog structures the product offerings and navigation; and Price Book holds the pricing details necessary for purchase decisions. Providing 'Public Read Only' access to these objects ensures that external buyers can browse products, understand pricing, and comprehend delivery options without compromising other data's security or integrity. Accounts (A) of a ProductCode is fundamental for the indexing process itself.

Question 3

Question Type: MultipleChoice

A customer can see a price that is not associated with their buyer group. 28m 48s

What could be the cause of this behavior?

Options:

A- A price book is associated to the default store buyer group.

B- The price is directly set up on the product.

C- The price book is associated to the user's profile.

D- A price book is directly associated to the storefront.

Answer:

A

Explanation:

The behavior where a customer sees a price not associated with their buyer group could be due

to:

A) A price book is associated with the default store buyer group: This means that the pricing seen by the customer might be coming from a price book intended for a broader audience rather than a specific buyer group, leading to the observed discrepancy.

Addressing this requires reviewing and adjusting the price book associations to ensure they align with the intended buyer groups and their respective pricing agreements.

Question 4

Question Type: MultipleChoice

What must an Administrator set up in order to use an approved entity in a CRM collection?

Options:

- A- Global List view
- B- Sales List View
- C- CRM List view
- D- Service List View

Answer:

C

Explanation:

To use an approved entity in a CRM collection, an Administrator must set up a CRM List view (C). This setup enables the organization of entities such as contacts, accounts, or custom objects within the CRM to be part of targeted collections, facilitating segmentation and targeted actions. The CRM List View provides a framework for defining the criteria and filters that determine which records are included in a collection, supporting personalized and efficient CRM strategies. Global (A), Sales (B), and Service (D) List Views are also used within Salesforce but are tailored for broader or different contexts than CRM collections.

Question 5

Question Type: MultipleChoice

Which three field types can an Administrator set as filterable fields for Search?

Options:

- A- Text
- B- Checkbox
- C- Picklist (Multi-Select)
- D- Picklist
- E- Currency

Answer:

A, B, D

Explanation:

For search functionality, an Administrator can set A. Text, B. Checkbox, and D. Picklist field types as filterable fields. These field types can be used to create filters that help users refine search results based on specific criteria, enhancing the search experience by allowing for more targeted and relevant results.

Question 6

Question Type: MultipleChoice

Which two settings enable the Order Summary object?

Options:

- A- Digital Experiences
- B- Order Preferences
- C- Commerce Features
- D- My Domain

Answer:

B, C

Explanation:

To enable the Order Summary object in Salesforce B2B Commerce, the settings that need to be enabled include B. Order Preferences and C. Commerce Features. These settings configure the order management capabilities and activate various commerce functionalities, respectively, enabling a comprehensive overview of orders within the platform.

Question 7

Question Type: MultipleChoice

An Administrator needs to add a B2B store to a site that already exists. The Administrator has entered a valid store name.

Which two conditions are required to be able to add a B2B store to an existing site?

Options:

- A- The existing site should use the Build your own (Aura), Customer Portal or B2B template.
- B- The existing site should only use the Microsite (LWR) template.
- C- The site should already have a store created.
- D- The site should not have a store created.

Answer:

A, D

Explanation:

To add a B2B store to an existing site, two conditions required are A. The existing site should use the Build your own (Aura), Customer Portal, or B2B template, ensuring compatibility with B2B Commerce functionalities, and D. The site should not have a store created, as each site can typically support one B2B store.

Question 8

Question Type: MultipleChoice

An Administrator needs to migrate the Store configurations from the development sandbox to the QA sandbox.

Which two steps should the Administrator take to migrate the changes to the new server?

Options:

- A- Use Data Migration.
- B- Apply Store Configuration.
- C- Publish the Store.
- D- Export Store Configuration.



Answer:

A, D

Explanation:

To migrate Store configurations from a development sandbox to a QA sandbox, an Administrator should Use Data Migration (A) to transfer configuration data and related records between environments. Export Store Configuration (D) is also a crucial step as it allows the Administrator to create a deployable package of the store's settings, which can then be imported into the QA environment. Apply Store Configuration (B) and Publish the Store (C) are actions taken after the configurations have been successfully migrated and are part of the setup process in the new environment, rather than the migration process itself.



Question 9

Question Type: MultipleChoice

An Administrator has received a request to enable an existing Account for the storefront and checkout.

Which two steps should the Administrator take to provide access?

Options:

- A- Assign the Account to the appropriate Buyer Group.
- B- Update the Account Record Type to 'B2B Buyer Account.'

- C- Add Shipping and Billing Addresses to the Contact Point Address object.
- D- Update the Account Status to 'Approved.'

Answer:

A, C

Explanation:

To enable an existing Account for the storefront and checkout, the Administrator should A. Assign the Account to the appropriate Buyer Group, ensuring the account is associated with the correct group for product access and pricing, and C. Add Shipping and Billing Addresses to the Contact Point Address object, which is necessary for processing orders and shipping products.

Question 10

Question Type: MultipleChoice

Which two workspaces are in the Commerce app? 4im 18s

Options:

- A- Product
- B- Search
- C- Commerce Reports
- D- Pricing
- E- Content Management

Answer:

A, E

Explanation:

Within the Commerce app, the two workspaces available are Product (A) and Content Management (E). The Product workspace is dedicated to managing product catalogs, details, and variations, providing tools for Administrators to curate and organize their product offerings. Content Management is a workspace focused on the creation, management, and deployment of content across the commerce site, including marketing materials, informational content, and other web content. While Search (B), Commerce Reports (C), and Pricing (D) are critical aspects

of B2B Commerce, they are typically managed through other sections or setups rather than being categorized as separate workspaces within the Commerce app.

Question 11

Question Type: MultipleChoice

An Administrator needs to set up a variation product for the first time in a new org and prepare the search index. 26m 164

Before creating the product, in which two places does the Administrator need to go to establish a variation

attribute structure?

Options:

- A- Commerce Setup
- B- Product Workspace
- C- Catalogs
- D- Object Manager

Answer:

A, D

Explanation:

Before creating a variation product and preparing the search index, the Administrator needs to establish a variation attribute structure in A. Commerce Setup to configure the overall commerce settings, including attributes, and in D. Object Manager to customize the Product object and its fields, including setting up specific attributes for variations.

Question 12

Question Type: MultipleChoice

Which requirement must be met before an Administrator can perform a search index?

Options:

- A- All products must have at least one image assigned.
- B- All products must have a SKU assigned.
- C- At least one product must be marked Active.
- D- At least one product must have a ProductCode assigned.

Answer:

D

Explanation:

Before performing a search index in Salesforce B2B Commerce, it is crucial that at least one product has a ProductCode assigned (D). The ProductCode is a unique identifier for products in Salesforce B2B Commerce, and it is essential for indexing and searching products within the platform. While images (A) and SKUs (B) enhance product listings and navigation, they are not prerequisites for indexing. Ensuring products are marked as Active (C) is important for them to appear in search results, but the presence of a ProductCode is fundamental to the indexing process itself.

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