Salesforce B2B-Solution-Architect Online Exam, Latest B2B-Solution-Architect Exam Review

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You may know that we are so popular for the passing rate of our B2B-Solution-Architect guide quiz is very high. Generally speaking, 98 % - 99 % of the users can successfully pass the B2B-Solution-Architect exam, obtaining the corresponding certificate. In addition, the content of our B2B-Solution-Architect Exam Materials is easy to learn and suitable for the public. No matter what your previous learning level is, there will be no problem of understanding.

Salesforce B2B-Solution-Architect Exam covers a wide range of topics, including understanding the key components of Salesforce B2B solutions, designing and implementing solutions for complex business-to-business scenarios, and developing and testing Salesforce B2B solutions. B2B-Solution-Architect exam also tests an individual's ability to identify and solve problems related to Salesforce B2B solutions, and to communicate effectively with stakeholders, including technical and non-technical audiences. Passing the exam demonstrates a professional's expertise in Salesforce B2B solutions, and can help them to advance their career in the field of solution architecture and consulting.

Salesforce B2B Solution Architect certification is highly valued by employers and clients alike, as it demonstrates a high level of expertise and knowledge in B2B solution architecture. Salesforce Certified B2B Solution Architect Exam certification is particularly relevant for professionals working in the B2B space, as it covers key areas such as account management, contract management, and pricing and quoting, which are critical for success in this field.

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The Salesforce B2B-Solution-Architect web-based practice exam software can be easily accessed through browsers like Safari, Google Chrome, and Firefox. The customers do not need to download or install excessive software or applications to take the Salesforce Certified B2B Solution Architect Exam (B2B-Solution-Architect) web-based practice exam. The B2B-Solution-Architect web-based practice exam software format can be accessed through any operating system like Windows or Mac.

Salesforce Certified B2B Solution Architect certification exam is intended for experienced professionals who have a deep understanding of B2B architecture and Salesforce platform. B2B-Solution-Architect Exam is designed to assess your knowledge and skills in areas such as data modeling, solution design, security, and integration to create a scalable B2B solution that meets the unique needs of your organization.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q32-Q37):

NEW QUESTION # 32
A Solution Architect has gathered requirements from discovery with Northern Trail Hot Tubs below:

* Northern Trail Hot Tubs sells through a B2B2C model with Dealers.
* Northern Trail Hot Tubs tracks Dealer Opportunities in Salesforce, but wishes to have more insight into the sales process from its Dealers.
* Dealers would like to be able to get custom Hot Tub pricing quickly from Northern Trail Hot Tubs without having to wait for configuration estimates to come back from Northern Trail Hot Tubs.
* Northern Trail Hot Tubs supports its Dealers and Customers directly, and Dealers would like better insight into support that their Customers receive.
Which capabilities should a Solution Architect suggest to provide to Northern Trail Hot Tub Dealers?

- A. Experience Cloud and Revenue Cloud for Dealers to get Quotes and view Cases
- B. Experience Cloud and Sales Cloud for Dealers to be able to create Opportunities and add Opportunity Products
- C. Experience Cloud and Service Cloud for Dealers to be able to request pricing through Cases and track Customer Cases
- D. B2B Commerce for Dealers to get pricing and Service Cloud for Cases

Answer: A

Explanation:
Experience Cloud can provide dealers with a self-service portal to track opportunities and support cases, while Revenue Cloud (which includes Salesforce CPQ) can enable dealers to get custom pricing and generate quotes quickly. This combination meets all the outlined requirements, providing visibility into the sales process and support activities, as well as enabling efficient quoting. Salesforce's documentation on the capabilities of Experience Cloud and Revenue Cloud supports this recommendation.
* Key Requirements:
* Quick Custom Pricing: Dealers need to generate custom quotes without waiting for manual configuration.
* Insight into Customer Support: Dealers want visibility into support cases for their customers.
* Enhanced Sales Process Insights: Northern Trail Hot Tubs seeks better tracking of Dealer Opportunities.
* Analysis of Options:
* Option A (Experience Cloud + Sales Cloud):While Experience Cloud provides a portal for Dealers to create Opportunities and add Products via Sales Cloud, it does not address the need for automated, rapid quote generation, which requires CPQ (Configure, Price, Quote) functionality.
* Option C (Service Cloud + Service Cloud):Using Cases to request pricing introduces delays, conflicting with the requirement to eliminate waiting for configuration estimates.
* Option D (Commerce Cloud + Service Cloud):Commerce Cloud focuses on transactional e- commerce, not complex product configuration or quoting. CPQ (Revenue Cloud) is better suited for custom pricing.
* Option B (Experience Cloud + Revenue Cloud):
* Revenue Cloud (CPQ): Enables Dealers to self-serve by generating accurate, automated quotes without manual intervention. This directly addresses the need for quick custom pricing.
* Experience Cloud: Provides a portal where Dealers can access:
* CPQ (Revenue Cloud) for quotes.
* Service Cloud integration (implied) to view Cases related to their customers.
Salesforce's Experience Cloud seamlessly integrates with Service Cloud to expose Cases, even though Service Cloud isn't explicitly listed in the option.
* Why Option B is Correct:
* Revenue Cloud (CPQ) solves the custom pricing requirement.
* Experience Cloud acts as the unified portal for Dealers to:
* Generate quotes (via CPQ).
* View Cases (via Service Cloud integration).
* While Service Cloud powers Cases in the background, the question focuses on capabilities provided to Dealers, which are delivered through Experience Cloud and Revenue Cloud.
References:
* Revenue Cloud (CPQ): Salesforce CPQ Documentation
* Experience Cloud for Partner Portals: Experience Cloud Guide
* Service Cloud Integration with Experience Cloud: Service Cloud in Communities This solution aligns with Salesforce best practices for B2B partner management, combining self-service quoting (CPQ) and customer support visibility (Service Cloud via Experience Cloud).

NEW QUESTION # 33
Universal Containers (UC) has acquired four companies and is looking to manage revenue across all mergers' territories seamlessly. UC wants to drive major business decision and selling strategies based on an efficient, complete, real-time view of team forecasts across territories from Salesforce. A sales user can be part of multiple territories and is usually working on multiple opportunities at a time.

Which technical consideration should a Solution Architect make when designing collaborative forecasting?

- A. If the sales user has many territories assigned to them, it can impact the performance of the forecast.
- B. Forecast category names can be customized by submitting a Salesforce Support case.
- C. Archiving a territory model does not impact forecasts, quotas, and adjustments for all territories in the model.
- D. Important details should be tracked at the opportunity line level.

Answer: A

NEW QUESTION # 34

A Solution Architect is working with a complex enterprise architecture that supports multiple business processes. Many previous transformation projects have struggled because of the interdependencies between the Salesforce production environment and other systems, as well as a lack of documentation.
In which two ways can a Solution Architect gain a better understanding of the current state of the Salesforce production environment?
Choose 2 answers

- A. Speak to the business stakeholders to gather their suggestions for improvement.
- B. Identify which system integrator did the previous implementation and ask them to document their work.
- C. Examine the details of the current configuration to see how it is set up.
- D. Work with the system administrator to identify who has the most knowledge of the current configuration.

Answer: C,D

Explanation:
Examine the details of the current configuration to see how it is set up2. This way, you can get a clear picture of what features and functionalities are being used, how they are configured, and how they support the business processes. You can also identify any technical debt, customizations, or integrations that may impact performance or scalability.
Work with the system administrator to identify who has the most knowledge of the current configuration2. This way, you can leverage their expertise and experience to understand how the system works and why it was designed that way. You can also get their feedback on any issues or challenges they face with maintaining or updating the system.
https://trailhead.salesforce.com/credentials/b2bsolutionarchitect

NEW QUESTION # 35

Northern Trail Outfitters (NTO) currently use Sales Cloud to track deals and now wants to use channel sales to distribute and tell products through resellers (partners). As part of the channel strategy. NTO will be implementing a Partner Community for resellers to register deals or generate quotes. NTO needs to establish metrics to measure each reseller's performance based on the reseller's activities within the Partner Community. NTO wants to focus on leading metrics as opposed to lagging metrics to get early feedback on how the portal is being used by partners.
Which three leading metrics should a Solution Architect recommend to help NTO measure each reseller's goals through the Partner Community?
Choose 3 answers

- A. Number of quotes generated
- B. Opportunity win rates
- C. Opportunities generated
- D. Logins into Partner Community
- E. Product types sold

Answer: A,C,D

NEW QUESTION # 36

Universal Containers (UC) is concerned about potential data storage issues in Salesforce due to the Invoice, Order, and Inventory data that would be flowing infrom various on-premise legacy CRM and ERP applications. UC would like to view and occasionally report on this data on-demand for day-to-day operational processes and would prefer not to store the data in Salesforce due to data residency requirements.
Which recommendation should the Solution Architect make to meet this requirement?

- A. Push the data into Salesforce and implement an archival strategy.
- B. Re-architect the implementation using Salesforce Connect and external objects.
- C. Use Salesforce Orchestrator with MuleSoft to retrieve the data when it is needed.
- D. Write custom Apex code to retrieve the data in real time from external systems.

Answer: B

Explanation:
External objects are similar to custom objects but they map to data that's stored outside Salesforce. Salesforce Connect uses external data sources to access data that's stored outside your Salesforce organization1. This way, UC can comply with data residency requirements and avoid data storage issues.
Salesforce Connect allows Salesforce to seamlessly integrate with data that is external to the Salesforce platform, which in this case is the legacy CRM and ERP applications. External objects provide a real-time view of this external data, allowing UC to view and report on it as if it were stored natively in Salesforce, without actually storing it in Salesforce.
Reference:
Salesforce Connect allows for the integration of external data in real-time without storing it in Salesforce, using external objects which function like standard Salesforce objects. This would meet UC's need to view and report on Invoice, Order, and Inventory data on-demand, adhering to data residency requirements. Salesforce Connect is designed for such scenarios, offering a solution that avoids data storage within Salesforce while providing access to external data as if it were native. This is in line with Salesforce's best practices for external data integration.

NEW QUESTION # 37
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