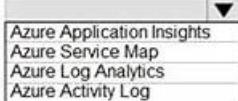
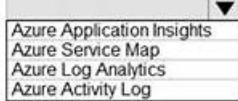
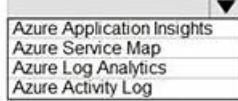
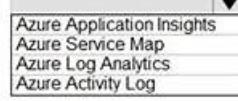


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## Answer Area

Scenario	Azure monitoring service
Correlate Azure resource usage and performance data with application configuration and performance data.	
Visualize the relationships between application components.	
Track requests and exceptions to a specific line of code within the application.	
Analyze how many users return to the application and how often they select a particular dropdown value.	

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## Arch-301 exams questions and answers & dumps PDF for Salesforce Certified B2B Solution Architect

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## Salesforce Certified B2B Solution Architect Sample Questions (Q29-Q34):

### NEW QUESTION # 29

Northern Trail Outfitters (NTO) is currently using Salesforce CPQ and would like to implement B2B Commerce Classes. NTO uses a Partner Community to allow partners to build complex bundles to provide detailed quotes to clients. NTO also wants to ensure that it does not have to maintain two databases of products.

Which two considerations should a Solution Architect keep in mind about the CPQ B2B Commerce Connector when synchronizing Product and Price data?

Choose 2 answers

- A. The connector lets you sync simple products with a flat price.
- B. Discount schedules from CPQ will sync to discounts and promotions in B2B Commerce Classic
- C. The connector does not support syncing complex CPQ bundles.
- D. The connector is a two-way sync for product and pricing logic.

**Answer: A,C**

#### Explanation:

When synchronizing product and price data between Salesforce CPQ and B2B Commerce using the CPQ B2B Commerce Connector, it's important to understand its capabilities and limitations. The connector is designed to sync simple products with straightforward pricing structures, but it does not support the synchronization of complex CPQ bundles that involve multiple components and pricing rules. This limitation requires careful planning around product catalog management and may necessitate custom solutions or workarounds for complex product offerings, aligning with Salesforce's documentation and best practices for using the CPQ B2B Commerce Connector.

#### NEW QUESTION # 30

GG3 has gone live with a B2B multi-cloud solution and plans to add more functionality over time. The company has a team of system administrators who each focus on a specific cloud and area of functionality.

GG3 has decided to use an Org-Based deployment approach. It wants to protect the investment made and set the team up for success in the future.

What should a Solution Architect recommend as a best practice to put checks in place for decisions on changes moving forward?

- A. Set up a Governance and Monitoring structure that includes a Steering Committee, a Center of Excellence, and a Data governance council.
- B. Engage a third-party company to manage all governance and represent as the Steering Committee.
- C. Engage Salesforce services to manage all governance and represent as the Steering Committee.
- D. Budget for a Governance and Monitoring structure that includes a communications plan and project methodology for the following year.

#### Answer: A

#### Explanation:

Establishing a robust Governance and Monitoring structure is essential for sustaining the long-term success of a Salesforce implementation. A Steering Committee provides strategic oversight and decision-making, ensuring that the project remains aligned with business objectives. A Center of Excellence (CoE) fosters best practices, innovation, and continuous improvement across all Salesforce clouds and functionalities. A Data Governance Council ensures data quality, security, and compliance. This comprehensive governance framework supports effective change management, promotes cross-functional collaboration, and ensures that the Salesforce ecosystem evolves in a controlled and strategic manner, consistent with Salesforce's recommendations for maintaining a healthy and effective Salesforce environment.

#### NEW QUESTION # 31

Universal Containers (UC) is a global organisation that wants to establish a 628 Commerce site to meet changing customer expectations and expand into new markets. These expectations include being able to self-serve 24x7 and get automated updates on orders. There are existing sales channels used at UC. Including a standard Sales team as well as a partner sales channel.

The sales leader met with a Solution Architect and shared that they want to grow their digital capabilities over the next 2 years. Time is of the essence and the sales leader needs to have the ecommerce solution in place as soon as possible to capture market share in new geographies before other competitors move in. The executive team has promised prompt access to key stakeholders as needed.

What is the appropriate next step for the Solution Architect?

- A. Recommend an iterative rollout strategy for one of the new geographies where B2B Commerce is first rolled out to secure first mover status, while the Solution Architect gathers more requirements around other capabilities and requirements, and then roll those out over subsequent phases.
- B. Recommend discovery meetings with additional stakeholders to gather information on the functional and technical requirement across the sales and other functional areas, then provide a recommendation based on information gathered to deliver an MVP.
- C. Propose the introduction of B2B Commerce and CPQ to address the key areas of need such as global commerce, complex pricing, quoting and discounting needs; highlight the key features and the alignment of the features to the needs outlined.
- D. Propose a set of high-level design options with architecture diagrams depicting the potential elements of a solution that would meet the needs of the enterprise, including pros and cons to help the stakeholders make final decisions.

#### Answer: A

#### Explanation:

An iterative rollout strategy, starting with B2B Commerce in a new geography, allows Universal Containers to quickly establish a

digital presence and capture market share, addressing the urgency conveyed by the sales leader. This phased approach ensures a focused and manageable implementation, providing immediate value and learning from the initial launch to inform subsequent phases. It aligns with Salesforce's recommendations for adopting a scalable and adaptable implementation strategy, particularly for complex, multi-cloud solutions in dynamic market conditions.

### NEW QUESTION # 32

Universal Containers (UC) is in the process of identifying if Revenue Cloud will work for its business processes. UC has already implemented Sales Cloud, which includes complex steps and checklists that are orchestrated based on changes made to an Opportunity. Based on the current Sales Cloud implementation, UC has concerns about how Revenue Cloud will interact with its current customizations on the Opportunity object and if it will be difficult to customize the solution in the future.

Which design approach should a Solution Architect recommend to mitigate concerns about custom processes on any single object?

- A. Leave the orchestration of the automation to Process Builder, but invoke autolaunched flows from Process Builders that the actual operations run in flows.
- B. Use an event-driven design to separate automations that could run asynchronously from the save cycle with a third-party tool like Heroku.
- C. Migrate automations from Process Builder to a single flow that is triggered by record updates, using only the "After Save" context so that all operations can be organized in a single flow.
- D. **Migrate automations from Process Builder to flows triggered by record updates, organizing operations in separate flows for the "Before Save" and "After Save" contexts.**

### Answer: D

Explanation:

Migrate automations from Process Builder to flows triggered by record updates, organizing operations in separate flows for the "Before Save" and "After Save" contexts. This approach will allow UC to keep their current customizations on the Opportunity object, while allowing for greater control and flexibility when customizing the solution in the future. Additionally, this approach will allow UC to better orchestrate the automations and ensure that operations are being run in the right order and context.

<https://www.salesforce.com/products/cpq/overview/>

### NEW QUESTION # 33

Universal Containers (UC) recently completed a successful implementation of B2B Commerce classic and saw an immediate increase in both its customer experience ratings and overall bottom line due to the influx of sales through its commerce application. After this initial success, UC decided to target its internal Sales team for the same successful outcome with Salesforce CPQ and Sales Cloud.

UC's requirements include that its internal Sales team be able to sell its current commerce catalog and expand this catalog to include even more products. In addition, UC wants to give its internal Sales team the ability to utilize CPQ's discounting functionality, along with approval rules for its Sales leadership team. Today, product and pricing is mastered in B2B Commerce and orders are fulfilled in the ERP.

What should a Solution Architect recommend when architecting a solution to meet UC's requirements?

- A. The Product and Pricing data should be mastered in B2B Commerce and integrated into CPQ via REST API, and finally integrated to the ERP via SOAP API.
- B. The Product and Pricing Data should be mastered in the ERP and then integrated into both B2B Commerce and CPQ via REST API.
- C. The Product data should be mastered inside B2B Commerce, while Pricing should be mastered inside CPQ. Both solutions should be integrated via Apex and then integrated to the ERP via SOAP API.
- D. **The Product and Pricing data should be mastered in CPQ and integrated to B2B Commerce via Apex, and then finally integrated into the ERP via a middleware solution.**

### Answer: D

Explanation:

For UC's requirements, mastering Product and Pricing data in CPQ is optimal due to CPQ's robust pricing and discounting capabilities, which align with UC's goal to expand its catalog and utilize advanced discounting.

Integrating this data into B2B Commerce via Apex ensures seamless data flow and real-time updates, essential for maintaining consistent product information across platforms. Middleware integration with the ERP facilitates complex data synchronization and process orchestration, handling diverse data formats and protocols, thus supporting the end-to-end order fulfillment process efficiently.

## NEW QUESTION # 34

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