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Salesforce Certified B2B Solution Architect Sample Questions (Q93-Q98):

NEW QUESTION # 93
At Custom Cabinets LLC, the service appointments often span over multiple days bot are 2 to 4 hours in duration per day. The company would like to optimize the service resource's day and have them see as many customers as possible. Additionally, Custom Cabinets LLC would like a customer service representative to follow up with the customer once the field work has been completed. Which approach should the Solution Architect take to meet these requirements?

- A. Leverage declarative automata to done Service Appointments for multiple days. Like declarative automation to send a follow-up email to the customer.
- B. Leverage out-of-the-box Salesforce Field Service Multiday Service Appointments. Use declarative automation to send a follow-up email to the customer.
- C. Leverage out-of-the-box Salesforce Field Service Work Types and declarative automation to clone Service Appointments for multiple days. Use declarative automation to create a follow-up Case for customer service.

- D. Leverage out-of-the-box Salesforce Field Service Work Types and out-of-the-box Multiday Service Appointments. Use declarative automation to create a follow-up Case for customer service.

Answer: B

Explanation:
Salesforce Field Service's out-of-the-box functionality for Multiday Service Appointments efficiently handles appointments spanning multiple days. Using declarative automation for follow-up emails ensures personalized customer engagement post-service, enhancing customer satisfaction and operational efficiency without the need for extensive custom development.

NEW QUESTION # 94
Universal Containers (UC) has expanded rapidly in recent yean following a number of acquisitions. The new CMO wants to use all Leads from one of the acquired Salesforce orgs to luck-start a new targeted campaign in uC's mam Salesforce org. The acquired company would like to keep its Lead data because it enriches the Lead before it comes into Salesforce via third-party marketing tool and supports its direct sales channel. Beyond the Lead use case, both Salesforce orgs will remain completely independent from one another.
Which integration approach should a Solution Architect recommend between the UC mam org (the target org) and the acquired org (the source org)?

- A. Discuss long-term strategies around deprecating the source org's ability to collect and enrich Lead data, and start to direct all Leads to the target org and ignore the source org.
- B. Discuss a strategy that includes manually migrating all Leads from the sourceorg to the target org every day using data loader.
- C. Discuss a strategy between the source org andtarget org Sales teams on the criteria of Leads to migrate from the source org to the target org, and migrate Leads to the target org after they are enriched in the source org.
- D. Discuss a strategy between the source org and target org Sales teams on the criteria of Leads to migrate from the source org to the target org, and migrate Leads to the target org before the enrichmentwithin the source org.

Answer: C

Explanation:
Option D would involve discussing a strategy between the source organd target org Sales teams on the criteria of Leads to migrate from the source org to the target org, and migrating Leads to the target org after they are enriched in the source org. This would allow both Salesforce orgs to remain independent from each other, while also enabling UC to use all Leads from one of the acquired Salesforce orgs for its new targeted campaign. This would also preserve the value of Lead enrichment that happens in the source org via third- party marketing tool.
https://trailhead.salesforce.com/credentials/b2bsolutionarchitect

NEW QUESTION # 95
Universal Containers (UC) has a global support model and would like to open up a text message channel to support maintenance supervisors in countries around the world. UC also wants to leverage messaging to market to itsbusiness partners, and be able to track open and click-through rates just like it does with email campaigns.
What should a Solution Architect recommend to UC?

- A. Embed third-party messenger tools.
- B. Utilize Service Cloud Email to Text Message.
- C. Utilize Marketing Cloud and MobileConnect.
- D. Utilize Service Cloud and LiveMessage.

Answer: C

Explanation:
Marketing Cloud, with its MobileConnect application, is the recommended solution for sending text messages at scale, tracking open and click-through rates, and integrating with marketing campaigns. MobileConnect provides SMS capabilities that can support UC's global support model and marketing needs, offering features similar to those available for email campaigns. Salesforce Marketing Cloud documentation describes how MobileConnect can be used for such requirements.

NEW QUESTION # 96

Universal Containers (UC) is implementing a SalesforceB2B multi-cloud project with large volumes of data and daily transactions from multiple third-party systems via multiple integrations. UC is looking at transactions of more than 1 million records a week and, in higher seasons, 10 million records a week. UC has made the decision to get a full copy sandbox to use to test all of its third-party integrations across its multiple clouds. UC has also invested in MuleSoft and the Anypoint Platform as the single enterprise service bus for all of the third-party data going into Salesforce.

Which type of performance testing should a Solution Architect recommend for testing data at scale on this project?

- A. Perform unit testing against the full copysandbox codebase before go live in production.
- B. Perform API load test against the partial copy sandbox before go live.
- C. Perform page load testing against production after go live.
- D. Perform API load test against the full copy sandbox before go live.

Answer: D

Explanation:
There are different types of performance testing, such as load testing, stress testing, endurance testing, and spike testing. Each type has a different purpose and goal.

the best type of performance testing is API load test against the full copy sandbox before go live. This type of test can help you evaluate how well your integrations handle high volumes of data and transactions from multiple sources. It can also help you validate the functionality and performance of your MuleSoft Anypoint Platform.

To perform an API load test, you need to create a test plan thatdefines the test scenarios, test data, test tools, and test metrics. You also need to submit a request for performance testing to Salesforce2 and follow their guidelines and best practices.

A full copy sandbox is a good environment for API load test because it has the same data and metadata as your production org. This can help you simulate realistic conditions and avoid data skew issues.

When dealing with large volumes of data and multiple integrations, it is important to perform load testing to ensure that the system can handle the expected load. An API load test against the full copy sandbox will simulate the expected load and help identify any performancebottlenecks before the system goes live in production. This type of testing should be performed prior to go live to ensure that the system can handle the expected load and provide a good user experience.

NEW QUESTION # 97

Universal Containers (UC) u selling containers globally via distributorsand is experiencing significant double- digit growth year-over-year. UC uses a centralized ERP system that holds the financial information of the distributors. The ERP system is siloed but offers connectivity via APIs. The account managers need to referencethe financial information stored in the ERP while approving an order of a distributor inside Salesforce. The financial information of a distributor may change ad-hoc during the day in the ERP system and account managers need the latest data in front of them.

What should a Solution Architect recommend while designing an integrated, scalable solution to meet UC's needs?

- A. Use Change Data Capture to update the changes on the financial information inside Salesforce m near- real time.
- B. Use the scheduled dataloader to extract the financial information every night from the ERP and save it inside Salesforce.
- C. Schedule a MuleSoft batch job to retrieve financial information from the ERP every night and store it inside Salesforce for quick access.
- D. Retrieve the financial information on-demand from the ERP via API and display the information as read-only using a lightning component.

Answer: D

Explanation:
* Salesforce integration patterns are strategies for common integration scenarios between Salesforce and other systems1.
* The five most common Salesforce integration patterns are: Migration, Broadcast, Aggregation, Bi- directional synchronization, Correlation23.
* The financial information of a distributor is an example of data virtualization, which is a type of correlation pattern4.
* Data virtualization involvesretrieving data on-demand from a remote system via API and displaying it as read-only using a lightning component4.

NEW QUESTION # 98

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