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Salesforce Certified B2B Solution Architect Sample Questions (Q46-Q51):

NEW QUESTION # 46

Universal Containers (UC) is selling containers globally via distributors and 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 reference the 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. Retrieve the financial information on-demand from the ERP via API and display the information as read-only using a lightning component.**
- B. Use the scheduled data loader 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. Use Change Data Capture to update the changes on the financial information inside Salesforce in near-real time.

Answer: A

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 involves retrieving data on-demand from a remote system via API and displaying it as read-only using a lightning component⁴.

NEW QUESTION # 47

Universal Containers (UC) is about to complete the first phase of its digital transformation with its new Lead to Invoice process that incorporates several clouds like Sales Cloud, Service Cloud, Revenue Cloud, Experience Cloud, and MuleSoft. UC is now creating a Center of Excellence and focusing on a purely Agile methodology for working on new releases. UC wants to understand some of the considerations around release planning.

What are two recommendations a Solution Architect should make to ensure UC's releases to production work within its release schedule and there are no delays in future releases?

Choose 2 answers

- A. Utilize the last sprint to include functionality that was missed from previous sprints.
- **B. Create a regular sprint cadence across the different teams to demonstrate new functionality.**
- C. Fix the scope of the sprint during release planning regardless of how long it takes.
- **D. Use the last sprint of the release to stabilize it and eliminate identified issues.**

Answer: B,D

Explanation:

For UC's digital transformation and adoption of Agile methodology, ensuring smooth and timely releases is crucial. The recommended practices are:

- * B. Create a regular sprint cadence across the different teams to demonstrate new functionality.

Establishing a consistent rhythm for sprints helps align team efforts, ensures regular progress reviews, and facilitates the integration of new features. It fosters collaboration and keeps the project on track.

- * C. Use the last sprint of the release to stabilize it and eliminate identified issues. Dedicating the final sprint to stabilization and issue resolution is a best practice in Agile methodologies. It allows the team to focus on quality assurance, performance testing, and user feedback, ensuring that the release is robust and meets user expectations.

Salesforce and Agile methodology guides, such as those found on Salesforce Trailhead and in Agile development literature, emphasize the importance of regular cadences and stabilization phases for successful project delivery and continuous improvement.

NEW QUESTION # 48

Recently, Universal Containers (UC) successfully launched a multi-cloud 62B implementation with Sales Cloud, Service Cloud, Experience Cloud, and B2B Commerce. As the Sales and ServiceCloud development was performed by separate teams, UC created Process Builder automation for the Account object in separate Process Builder processes. As customers go through the sales process within Sales Cloud, the data on their customer account record is updated. As those same customers make purchases within B2B Commerce, the data on their customer account record is updated as well.

What are two reasons why a Solution Architect should recommend uniting these into a single Process Builder process?

Choose 2 answers

- **A. Moving them into a single Process Builder process helps to reduce the number of queries and avoid hitting limits on the Account object.**
- **B. Moving them into a single Process Builder process provides control over the order of the updates and actions triggered on the Account object.**
- C. Moving one of the Process Builders into a flow will remove all automation conflicts on the Account object.
- D. Moving them into a single Process Builder is the only way to ensure a naming convention is followed on the Account object.

Answer: A,B

Explanation:

The two reasons why a Solution Architect should recommend uniting the Sales Cloud and Service Cloud Process Builder processes into a single Process Builder process are: (A) Moving them into a single Process Builder process helps to reduce the number of queries and avoid hitting limits on the Account object; and (B) Moving them into a single Process Builder process provides control over the order of the updates and actions triggered on the Account object. By having them all in a single Process Builder process,

UC can better manage the order in which updates and actions are triggered on the account object, ensuring that the most important updates and actions are performed first. Additionally, combining multiple Process Builder processes into one reduces the number of queries that need to be performed, helping to avoid hitting limits on the Account object.

NEW QUESTION # 49

The business model of Universal Containers (UC) puts a strong emphasis on indirect sales and service processes. UC's customers are primarily distributors, resellers, and service providers who either sell or service products independently, or collaborate with UC on joint opportunities and cases. In the past, collaboration was primarily driven through email but UC wants to bring both service and sales collaboration onto one consolidated platform.

Which solution should a Solution Architect recommend to create better collaboration and visibility for UC employees, resellers, and service partners?

- A. Grant access to resellers and partners by providing Partner Community licenses.
- B. Grant access to resellers and partners by providing Customer Community licenses.
- C. Grant access to resellers and partners by providing Sales Cloud licenses and Service Cloud licenses.
- D. Grant access to resellers and partners by providing Customer Community Plus licenses.

Answer: A

Explanation:

This type of license allows external users to access standard Salesforce objects such as accounts, contacts, leads, opportunities, and cases. It also enables them to collaborate with UC employees and other partners on joint sales and service processes³⁴.

NEW QUESTION # 50

Northern Trail Outfitters (NTO) is in the middle of the buildout of Marketing Cloud Account Engagement and Sales Cloud. NTO has multiple business units, and each business unit has different access to lead and contact records. NTO wants to see how marketing data Sharing Rules are working across different business units to ensure that different business units can only see lead or contact records for their business unit.

What should a Solution Architect demo to the Marketing team to show that the different business units are connected correctly?

- A. Send test emails from Marketing Cloud Account Engagement to the same list of leads and contacts to show each lead or contact receiving emails from the various business units.
- B. It's not possible to have sandboxes with Marketing Cloud Account Engagement, and the Solution Architect will need to demo this with a Salesforce Sandbox fixed to a live Marketing Cloud Account Engagement environment.
- C. Create a report in 626 Marketing Analytics to show the different business units and the total leads and contacts in each business unit.
- D. Create a dynamic list in multiple business units with the same rules, and show the total leads and contacts in the list per business unit.

Answer: D

Explanation:

To demonstrate that different business units can only see lead or contact records for their business unit, a Solution Architect can create a dynamic list that applies the same rules to multiple business units. The dynamic list will show the total leads and contacts in the list for each business unit, demonstrating that the data sharing rules are working correctly.

To demonstrate that Marketing Cloud Account Engagement (formerly Pardot) is correctly connected with Sales Cloud across different business units, creating dynamic lists with identical criteria in each business unit and comparing the total leads and contacts can effectively showcase proper segmentation and access control.

This approach allows the Solution Architect to visually represent how marketing data and activities are appropriately partitioned and managed across the business units, ensuring that leads and contacts are only accessible by the relevant teams, in line with Salesforce's best practices for managing data in multi-business unit environments.

NEW QUESTION # 51

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We have made classification to those faced with various difficulties, aiming at which we adopt corresponding methods to deal with. According to the statistics shown in the feedback chart, the general pass rate for latest Arch-301 test prep is 98%, which is far

- [illegible]

