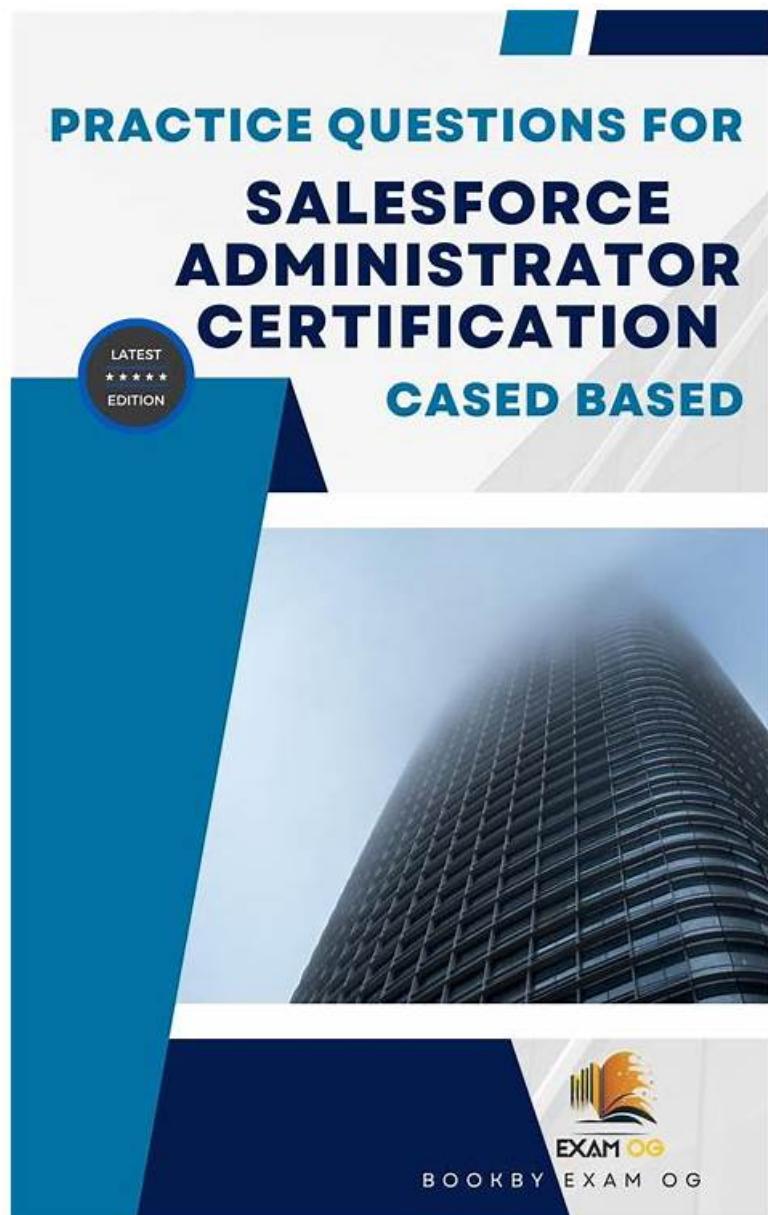


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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q96-Q101):

NEW QUESTION # 96

Northern Trail Outfitters (NTO) currently use Sales Cloud to track deals and now wants to use channel sales to distribute and sell 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. Opportunity win rates
- B. Product types sold
- C. Opportunities generated
- D. Number of quotes generated
- E. Logins into Partner Community

Answer: C,D,E

NEW QUESTION # 97

SharpField is a fast-growing company that provides SaaS for commercial service providers. SharpField has been acquiring other similar companies and plans to continue to do so for the near future.

After a recent acquisition of a company that also has a Salesforce org, the CIO wants to know the correct path forward on deciding whether to integrate the acquired companies into SharpField's existing landscape.

What should a Solution Architect recommend to the CIO to ensure the correct org strategy for SharpField going forward?

- A. Prioritize completing an in-depth org strategy analysis, focused on the Business, Technology, Governance, and Operations requirements at SharpField.
- B. **Recommend a multi-org strategy and development of required integration layers to move the required shared data between instances of any and all acquired Salesforce instances.**
- C. Prioritize migrating the newly acquired company to SharpField's Salesforce org first, then perform an org strategy analysis to assess the Business, Technology, Governance, and Operations requirements for any future acquisitions.
- D. Recommend a single-org strategy and development of strict processes for all acquired companies to follow.

Answer: B

NEW QUESTION # 98

Universal Containers is in the process of implementing CPQ and Billing while integrating with ERP for order fulfillment. The Development team is looking to gather regular feedback from the business stakeholders through each sprint. Also, supporting an Agile methodology, they have agreed on a reasonable amount of flexibility in requirements during the course of the project.

Which area should a Solution Architect look to receive feedback on at the earliest?

- A. Invoice capabilities in ERP to accommodate billing
- B. Modifications required to ERP for integration purposes
- **C. Pricing sync between CPQ and ERP**
- D. Product and Pricing structure setup in CPQ

Answer: C

NEW QUESTION # 99

Universal Containers (UC) wants to implement a Salesforce multi-cloud solution that includes CPQ, B2B Commerce, and Sales Cloud. UC wants to use as much of Salesforce's core capabilities as possible for its cart-to-quote customer journey. The order fulfillment process is managed separately in a third-party ERP.

Which two considerations should a Solution Architect keep in mind when thinking about data flows?

Choose 2 answers

- **A. Product and Pricing are set up with CPQ as the source of record.**
- B. Cart and Order record owners are mapped to Quote and Quote Line record owners.
- C. The source for the data feed to ERP is the CPQ Order object.
- **D. All data points on products should be mapped and replicated between CPQ and B2B Commerce.**

Answer: A,D

Explanation:

Product and Pricing are set up with CPQ as the source of record. This means that CPQ is responsible for managing the product catalog, price books, price rules, discounts, and other aspects of product configuration and pricing. B2B Commerce syncs products and prices from CPQ using a scheduled job or an API call1.

All data points on products should be mapped and replicated between CPQ and B2B Commerce. This means that any custom fields or attributes that are added to products in CPQ should also be added to products in B2B Commerce using field sets or custom metadata types. This ensures that both systems have consistent and accurate product information1.

NEW QUESTION # 100

Universal Containers (UC) is an international company with activities in Europe and the U.S. UC has two separate Salesforce orgs, one for each region. Quotes are built in different legacy systems, depending on their country. Orders are processed centrally by the back-office team with an ERP. Customer information is saved in both legacy systems and the ERP. The analyst team complains about the inconsistency of customer data between different systems and the lack of connection between a single piece of customer data across all of the systems.

Which approach would make it possible to set up this single source of truth and ensure scalability for orders?

- A. Map all of the points of data within a custom data manager and drive synchronization between the different systems with a point-to-point approach.
- B. Map all of the points of data with a different ETL tool for each Salesforce environment and drive synchronization from Salesforce to the other systems.
- C. Use each Salesforce org as its own system of record (SOP.) and use Salesforce Connect to synchronize the two Salesforce orgs.
- **D. Use MuleSoft Anypoint Platform as the single point of data orchestration across the different systems and Salesforce environments.**

Answer: D

NEW QUESTION # 101

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