

2025 Salesforce B2B-Solution-Architect: Salesforce Certified B2B Solution Architect Exam—Pass-Sure Interactive Questions



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Salesforce B2B-Solution-Architect Certification Exam is a rigorous exam that requires candidates to demonstrate their knowledge and expertise across a range of topics. Candidates must have a deep understanding of Salesforce B2B Commerce, Salesforce CPQ, Salesforce Partner Communities, and Salesforce Integration. They must also be able to design and implement solutions that meet the unique needs of B2B clients. Successful candidates will have a thorough understanding of the Salesforce platform and the ability to design and implement solutions that leverage its full capabilities.

Salesforce B2B-Solution-Architect Certification Exam is designed for professionals who want to validate their skills and knowledge in designing and implementing B2B solutions using Salesforce. Salesforce Certified B2B Solution Architect Exam certification is aimed at individuals who have experience in designing and implementing B2B solutions on the Salesforce platform. B2B-Solution-Architect Exam Tests the candidate's ability to design, configure, and implement solutions that meet customer requirements and align with industry best practices. Salesforce Certified B2B Solution Architect Exam certification validates the skills required to work with customers to understand their business needs, design solutions, and implement them using Salesforce technologies.

Salesforce B2B-Solution-Architect (Salesforce Certified B2B Solution Architect) exam is designed for individuals who have expertise in designing and implementing solutions for business-to-business (B2B) applications using Salesforce technology. Salesforce Certified B2B Solution Architect Exam certification validates the knowledge and skills required to create effective solutions that meet the unique needs of B2B organizations.

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

NEW QUESTION # 46

A shipping and logistics company uses Sales Cloud, Service Cloud, and Marketing Cloud. It relies on Salesforce standard reports for its current KPIs. However, the company wants to see report trends and complex analytics. It also wants the reports to be visible to salesforce users as well as non-Salesforce users.

Which recommendation should a solution Architect make to meet the company's needs?

- A. Reporting snapshots
- **B. Standard Dashboards**
- C. Sales Cloud Einstein
- D. CRM Analytics

Answer: B

NEW QUESTION # 47

AC Computers has decided to extend its existing Sales Cloud solution by implementing Service Cloud and Marketing Cloud Account Engagement. AC Computers has defined two different work streams for Service Cloud and Marketing Cloud Account Engagement and wants each workstream to work iteratively in separate sandboxes and migrate to a single sandbox for UAT and integration testing. With the multiple workstreams, AC Computers needs a more rigorous change management process and an audit process.

Which two options should AC Computers consider to support both implementation workstreams?

Choose 2 answers

- A. Use package-based deployments and scratch orgs to merge the workstream builds.
- **B. Use a version control system and CLI-based deployment tools to merge the workstream builds.**
- **C. Use scratch orgs and continuous deployment tools to merge the workstream builds.**
- D. Use multiple development sandboxes and merge the workstream builds using change sets.

Answer: B,C

Explanation:

These answers show how AC Computers can use modern development tools and practices to support multiple workstreams and implement Service Cloud and Marketing Cloud Account Engagement. A version control system can help track changes, manage conflicts, and audit code quality. A CLI-based deployment tool can help automate deployments and run tests across different environments. A scratch org is a source-driven and disposable deployment of Salesforce code and metadata that can be used for development and testing purposes. A continuous deployment tool can help integrate changes from different sources and deploy them automatically to a target environment.

https://help.salesforce.com/s/articleView?id=sf.deploy_connection_parent.htm&language=en_US&type=5

NEW QUESTION # 48

Universal Containers (UC) is using Sales Cloud and Service Cloud. UC wants a solution that can send scheduled emails on a daily, weekly, or monthly basis to existing customers and prospects. UC also wants to track if customers have opened the emails. There can be as little as 1,000 emails in a week or as many as 100,000 emails in a month, depending on the season.

Based on that criteria, which solution should the Solution Architect recommend to UC?

- A. Set up scheduled flows to handle email sending and tracking.
- **B. Recommend Marketing Cloud Account Engagement.**
- C. Recommend Marketing Cloud Personalization.
- D. Develop a custom solution using scheduled Apex to send emails.

Answer: B

Explanation:

This is a feature of Salesforce Marketing Cloud that allows you to create and send personalized emails to your existing customers

and prospects based on their account data and behavior. It also enables you to track email opens, clicks, bounces, unsubscribes, and more¹.

Marketing Cloud Account Engagement can help you handle large volumes of emails and schedule them on a daily, weekly, or monthly basis. It also integrates with Sales Cloud and Service Cloud to provide a unified view of your customers across all channels¹².

NEW QUESTION # 49

Universal Containers is at the start of a digital transformation program. Members of the executive leadership team have provided a list of internal and external stakeholders who are dedicated to formulating the vision and desired business outcomes in a 2-day workshop. The executive leadership team has made the request to understand what the customer experience will look like out of this workshop.

What should a Solution Architect do to help formulate the high-level business vision and desired business outcomes?

- A. Ask to follow the Customer Service team for a day to gain a better understanding of how they work and identify their pain points to formulate this vision.
- B. Facilitate a strategy session with the executive leadership team to better understand their individual business units' priorities to achieve the business objectives.
- C. Facilitate a workshop with the executive leadership team, applying the journey mapping process to create a vision and align customer journey to business objectives.
- D. Facilitate a business process mapping workshop with the executive leadership team to better understand the potential process improvements.

Answer: C

Explanation:

Journey mapping is a process that helps understand and improve the customer experience across different touchpoints and channels. Journey mapping can help formulate the high-level business vision and desired business outcomes by:

- * Identifying the customer segments, personas, needs, goals, and pain points
- * Mapping out the current state of the customer journey across different stages and channels
- * Analyzing the gaps, opportunities, and risks in the current state
- * Envisioning the future state of the customer journey that meets or exceeds customer expectations
- * Aligning the future state with the business objectives, value proposition, and success metrics
- * Prioritizing and planning the initiatives and solutions that will enable the future state

<https://trailhead.salesforce.com/credentials/architectoverview>

NEW QUESTION # 50

Northern Trail Outfitters (NTO) has around 500,000 active customers stored in the Account object. NTO gets an average of two orders per customer each month from both internal and online sales channels. NTO is expecting growth of 15% year-over-year (YoY). Various NTO users have recently started complaining about slower performances while accessing order information or running reports. NTO customers are also seeing slower responses while accessing their order history on B2B Commerce.

Which two options should a Solution Architect consider to improve performance? Choose 2 answers

- A. Use external objects instead of standard B2B Commerce Order object.
- B. Create a custom component to display all order information.
- C. Develop an archiving strategy around order records from Salesforce based on a criteria that works with customer.
- D. Enable reporting snapshots to store summarised information.

Answer: C,D

Explanation:

1. Develop an archiving strategy around order records from Salesforce based on criteria that works with customers. This will help to reduce the load on the system by removing older order records that are not frequently accessed.

2. Enable reporting snapshots to store summarised information. This will allow users to access summarised data instead of running resource-intensive reports on large datasets.

According to 1, developing an archiving strategy around order records from Salesforce based on a criteria that works with customer can improve performance by reducing the amount of data stored in Salesforce and improving query efficiency. You can use tools like Data Loader or third-party apps to export and archive old order records that are no longer needed.

According to 2, enabling reporting snapshots to store summarised information can improve performance by reducing the need to run complex reports on large data sets. Reporting snapshots let you report on historical data by capturing data from report results and

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