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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q67-Q72):

NEW QUESTION #67

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

Answer: C,D

NEW QUESTION #68

The Northern Trail Outfitters (NTO) sales department currently uses Sales Cloud for its Sales team. The management team decided that the Sales team needs to start creating quotes based on the input from the finance department. NTO would like to implement quotes, contracted pricing, and invoicing for its customers.

Invoicing will be done based on an agreed billing cycle. The finance department would like to see a report on the invoices sent and track the details of the payments received. NTO also has a need for partners to be able to self-service their pipeline and quoting through a portal.

NTO's internal team decided touse Revenue Cloud and Experience Cloud as its solution.

What should a Solution Architect recommend as NTO begins itsimplementation?

- A. Select an AppExchange product focused on contract lifecycle management.
- B. Advise the client that Revenue Cloud is the starting point.
- C. Advise the client to start with Experience Cloud.
- D. Develop an architectural plan to incorporate Revenue Cloud and Experience Cloud.

Answer: D

NEW QUESTION #69

Universal Containers (UC) has a multi-cloud implementation in place covering Service Cloud and Experience Cloud. As part of UC's support process, service agents often need to search across an external ERP that hosts the order information of its customers. They would like to see their ERP data in Salesforce but IT is weary of duplicating data across systems.

Which integration mechanism should achieve this with standard capabilities?

• A. SOAP API

- B. Bulk Rest API
- C. Change Data Capture
- D. Salesforce Connect

Answer: D

NEW QUESTION #70

Universal Containers (UC) is starting to go through an inventory of capabilities in regard to its many data warehouses. UC's data warehouses are currently being provided with data from OMS, ERP, Accounting, and other inventory management systems. Data warehouses are utilized by those systems for storage or analytics purposes.

UC plans to utilize the Systems of Engagement framework to classify its systems based on how they will be utilized within the enterprise architecture. UC would like to understand which systems it should directly integrate with versus utilizing the data warehouses where that data may also be stored.

How should a Solution Architect classify the data warehouses as systems within the enterprise architecture of this scenario?

- A. System of Intelligence
- B. System of Record
- C. System of Reference
- D. System of Engagement

Answer: C

Explanation:

System of Reference is more appropriate for this question. A system of reference provides data or services for other systems but does not store data itself2. A data warehouse can be seen as a system of reference because it provides data for analytics or reporting purposes, but it does not store the original data from other systems.

NEW QUESTION #71

A Solution Architect is working with Northern Trail Outfitters' Sales and Services team. They are currently evaluating how many environments they need to procure. As part of a preliminary review, it was identified that although the different business units were happy working m separate environments, there is a requirement to know each other's transactions.

Which two requirements would make the Solution Architect recommend a Single org over a multi-org strategy? Choose 2 answers

- A. Access to shared lines of business data
- B. Collaboration between lines of business
- C. Simple security architecture across lines of business
- D. Global case management across lines of business

Answer: A,B

Explanation:

- 1. Collaboration between lines of business. According to 1 and 2, having a single-org architecture can facilitate collaboration between different lines of business by allowing them to share data, processes, workflows, reports, dashboards, etc. This can improve communication, efficiency, and productivity across the organization.
- 2. Access to shared lines of business data. According to 1 and 3, having a single-org architecture can enable access to shared data across different lines of business by using common objects, fields, records, etc. This can improve data quality, consistency, and visibility across the organization.

NEW QUESTION #72

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