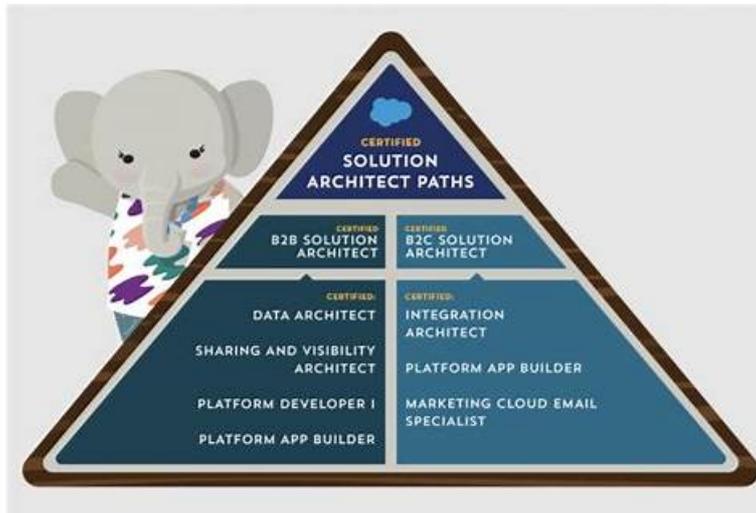# B2B-Solution-Architect Testfagen & B2B-Solution-Architect Zertifizierungsprüfung

2026 Die neuesten Pass4Test B2B-Solution-Architect PDF-Versionen Prüfungsfragen und B2B-Solution-Architect Fragen und Antworten sind kostenlos verfügbar: https://drive.google.com/open?id=1t19q5kfEX0DrjqWkD3xJAA7dRw6r1rMj

Das erfahrungsreiche Expertenteam von Pass4Test hat den effizienten Prüfungsfragen und Antworten zur Salesforce B2B-Solution-Architect Zertifizierungsprüfung entwickelt, die geneignet für die Kandidaten ist. Die Produkte von Pass4Test sind von guter Qualität. Sie können sie als Simulationsprüfung vor der Salesforce B2B-Solution-Architect Zertifizierungsprüfung benutzen und sich gut auf die Prüfung vorbereiten.

Das Salesforce B2B-Solution-Architect Exam umfasst eine Vielzahl von Themen rund um die B2B-Lösungsarchitektur, einschließlich der B2B-Commerce-Plattform von Salesforce, Kunden-Datenmanagement und erweiterte Analysefunktionen. Das Exam testet Kandidaten auch auf ihre Fähigkeit, komplexe B2B-Lösungen mit der Produktpalette und den Dienstleistungen von Salesforce zu entwerfen und umzusetzen.

>> **B2B-Solution-Architect Testfagen** <<

B2B-Solution-Architect Zertifizierungsprüfung - B2B-Solution-Architect Tests

Pass4Test verspricht den Kunden, dass Sie die Salesforce B2B-Solution-Architect IT-Zertifizierungsprüfung 100% bestehen können. Die Qualität von Pass4Test wird nach den IT-Experten überprüft. Das wichtigste Merkmal unserer Produkte ist ihre Relevanz. Der Schulungskurs dauert nur 20 Stunden. Und Sie werden die Salesforce B2B-Solution-Architect Zertifizierungsprüfung dann mühlos bestehen. Wenn Sie Pass4Test wählen, werden Sie dann sicher nicht bereuen. Denn es wird Ihnen Erfolg bringen.

Die Salesforce B2B-Lösungs-Architect-Zertifizierung wird in der Branche hoch geschätzt und als Zeichen der Exzellenz für Fachkräfte anerkannt, die mit B2B-Kunden arbeiten. Zertifizierte B2B -Lösungsarchitekten sind sehr gefragt, da Unternehmen die Kraft der Salesforce -Plattform nutzen möchten, um das Wachstum und die Innovation in ihren B2B -Geschäftstätigkeit voranzutreiben. Das Abhalten dieser Zertifizierung kann neue Karrieremöglichkeiten eröffnen und Fachleuten helfen, ihre Karriere im Salesforce -Ökosystem voranzutreiben.

Die Salesforce B2B-Lösungs-Architect-Zertifizierungsprüfung ist eine umfassende Prüfung, die eine breite Palette von Themen im Zusammenhang mit B2B-Lösungen unter Verwendung von Salesforce abdeckt. Die Prüfung testet die Kenntnisse des Kandidaten zur Gestaltung und Implementierung komplexer Lösungen, der Analyse der Geschäftsanforderungen und der Bereitstellung von Empfehlungen zur Optimierung der Verwendung von Salesforce. Die Prüfung soll das Verständnis des Kandidaten für die Salesforce -Plattform und ihre Fähigkeit bewerten, Lösungen zu entwerfen und zu implementieren, die den besonderen Bedürfnissen von B2B - Organisationen entsprechen.

Salesforce Certified B2B Solution Architect Exam B2B-Solution-Architect

Prüfungsfragen mit Lösungen (Q88-Q93):

88. Frage
Universal Containers (UC) sells automotive spare parts through a large network of partner retail outlets. UC's business model relies on partners (retail outlets) reaching out to UC to get access to its product catalog, selecting the product(s) they require, and then making bulk purchases. The partners occasionally reach out to UC sales representatives for advice or clarifications regarding particular SKUs on an opportunity on which they are co-sellers.

UC wants to offer discounts to partners who make large purchases. Further, UC wants to provide its partners with reports detailing their sales, including reports that summarize sales by partner, to help UC classify its partners accordingly.

Which solution should a Solution Architect recommend to meet UC's requirements?

- A. Sales Cloud, B2B Commerce, and Partner Relationship Management
- B. Sales Cloud, Partner Relationship Management, and Einstein
- C. Sales Cloud, Service Cloud, and Partner Relationship Management
- D. Sales Cloud, B2B Commerce, and Customer Community

Antwort: C

89. Frage
AC Computers is launching a new subscription bundle service and plans to primarily sell through direct sales and a website storefront for existing customers. Direct Sales needs the ability to configure complex deals and manage subscription. Existing customers need the ability to initialize a request for additional products and services from the storefront and seamlessly send the request directly to Sales to finalize the quote.

Which three recommendations should a Solution Architect make to meet these business requirements?
Choose 3 answers

- A. Salesforce Billing
- B. Salesforce Order Management
- C. Salesforce CPQ
- D. CPQ B2B Commerce Connector
- E. B2B Commerce

Antwort: A,C,E

Begründung:
Salesforce CPQ2: This is a tool that helps direct sales configure complex deals and manage subscriptions. It also allows existing customers to request additional products and services from a self-service portal and send them to sales for approval.
Salesforce Billing2: This is a tool that handles invoicing and payment collection for subscription-based businesses. It integrates with Salesforce CPQ and other Salesforce clouds to automate billing processes and ensure accuracy.
B2B Commerce2: This is a tool that enables existing customers to buy products and services online from a branded storefront. It also integrates with Salesforce CPQ and other Salesforce clouds to provide a seamless customer experience.

90. Frage
UC Foods, a manufacturing company, has multiple sales channels including a front-line Sales team and channel partners who are currently enabled on Sales Cloud as well as a Partner Community. The company wants to establish a new B2B Commerce portal to lower the cost of sales by enabling self-service capabilities to automate sales wherever possible. The executive sponsor is concerned that sales representatives might see the B2B channel as a threat to their ability to sell and, therefore, earn higher commissions.

Which two use cases should the Solution Architect highlight to help the executive sponsor better understand the appropriate role for B2B Commerce as it relates to existing sales channels?
Choose 2 answers

- A. Highlight that the B2B portal is meant to handle high-complexity sales that are ideal for automation, leaving the Sales team to handle less complex, higher-margin sales.
- B. Highlight that the B2B portal will help the company grow and expand into new geographies where the company does not currently have a sales footprint, resulting in more rewards for everyone.
- C. Highlight that the B2B portal is meant to tackle more routine, low-complexity sales, allowing the Sales team to focus on the more complex sales and priority accounts.
- D. Highlight that the B2B portal will be a useful tool to help improve customer communications and enhance customer

Antwort: B,D

91. Frage

UC Foods, a manufacturing company, has multiple sales channels including a front-line Sales team and channel partners who are currently enabled on Sales Cloud as well as a Partner Community. The company wants to establish a new B2B Commerce portal to lower the cost of sales by enabling self-service capabilities to automate sales wherever possible. The executive sponsor is concerned that sales representatives might see the B2B channel as a threat to their ability to sell and, therefore, earn higher commissions.

Which two use cases should the Solution Architect highlight to help the executive sponsor better understand the appropriate role for B2B Commerce as it relates to existing sales channels?

Choose 2 answers

- A. Highlight that the B2B portal is meant to handle high-complexity sales that are ideal for automation, leaving the Sales team to handle less complex, higher-margin sales.
- B. Highlight that the B2B portal will help the company grow and expand into new geographies where the company does not currently have a sales footprint, resulting in more rewards for everyone.
- C. Highlight that the B2B portal will be a useful tool to help improve customer communications and enhance customer engagement by providing faster updates on their orders as they are fulfilled.
- D. Highlight that the B2B portal is meant to tackle more routine, low-complexity sales, allowing the Sales team to focus on the more complex sales and priority accounts.

Antwort: B,D

Begründung:

Salesforce B2B Commerce is a solution that enables organizations to create ecommerce storefronts that are specifically designed for businesses making large volume purchases from other businesses online. B2B Commerce customers need easy online access to suppliers so they can buy products to run their businesses.

B2B Commerce makes business buying easy and individualized. It provides the ability to exceed expectations and hide business complexity for customers with features such as personal catalogs, accurate pricing, large orders, quick reorders, self-service account management, and more.

Therefore, a Solution Architect should highlight that the B2B portal is meant to tackle more routine, low-complexity sales, allowing the Sales team to focus on the more complex sales and priority accounts. This way, UC can lower the cost of sales by automating simple transactions and freeing up sales resources for higher-value opportunities.

A Solution Architect should also highlight that the B2B portal will help the company grow and expand into new geographies where the company does not currently have a sales footprint, resulting in more rewards for everyone. This way, UC can leverage its online presence to reach new markets and customers without investing in physical infrastructure or personnel.

https://trailhead.salesforce.com/en/content/learn/modules/cc_cccapability/cc_ccbasics_b2b

92. Frage

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 Plus 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 licenses.

Antwort: A

Begründung:

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.

93. Frage

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B2B-Solution-Architect Zertifizierungsprüfung: https://www.pass4test.de/B2B-Solution-Architect.html

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Außerdem sind jetzt einige Teile dieser Pass4Test B2B-Solution-Architect Prüfungsfragen kostenlos erhältlich: https://drive.google.com/open?id=1t19q5kfEX0DrjqWkD3xJAA7dRw6r1rMj