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## Salesforce Certified B2B Solution Architect Exam Sample Questions (Q49-Q54):

### NEW QUESTION # 49

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

**Answer: C,D**

Explanation:

A) 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.

D) 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 # 50

After a Solution Architect presents the Salesforce User Attribute Chart, the project owner has some concerns and questions regarding the Role Hierarchy choices for the executive assistant who reports to all of the VPs.

There are also questions about the ideal license given to the CEO who provides executive oversight and reviews the Executive Dashboard at the end of each accounting period. There are some restrictions on budget spend for overall licenses, and the user base is forecasted to continue to grow.

Which two explanations should the Solution Architect use to address the concerns and gain final acceptance?

Choose 2 answers

- A. The CEO should have a Platform Plus license given that the role is a consumer of information and should be at the top of the Role Hierarchy.
- B. Given that the executive assistant will need access to the data for all of the VPs being supported, the assistant should be placed higher up in the Role Hierarchy than the VPs.
- C. The Role Hierarchy should mirror the organization chart. Therefore, sharing settings need to be put in place for the executive assistant given the need to have access to the data of all of the VPs being supported.
- D. The CEO should have a Sales Cloud license given that the role is a processor of information and should be at the top of the Role Hierarchy.

**Answer: C,D**

Explanation:

In addressing the concerns about role hierarchy and licensing for the executive assistant and CEO, the following explanations are provided:

\* B. The CEO should have a Sales Cloud license given that the role is a processor of information and should be at the top of the Role Hierarchy. A Sales Cloud license provides the CEO with full access to the necessary data and functionalities to oversee and make informed decisions. Being at the top of the Role Hierarchy ensures access to all relevant data across the organization.

\* C. The Role Hierarchy should mirror the organization chart. Therefore, sharing settings need to be put in place for the executive assistant given the need to have access to the data of all of the VPs being supported. This approach maintains the organizational structure within Salesforce and uses sharing settings to grant the executive assistant appropriate access levels, ensuring data visibility across the VPs without disrupting the hierarchy.

Salesforce's documentation on licensing options and role hierarchy provides guidance on configuring access and visibility in a way

that aligns with organizational structures and roles, ensuring efficient and secure data management.

### NEW QUESTION # 51

Fabulous Flowing has been using Salesforce for 10 years and is starting to notice performance issues. The company anticipates continued growth of 15% each year. It frequently refers to data that is within the past 12 months. Currently, there are 600,000 Cases. Fabulous Flooring realizes it needs to archive some of the data, however, would like it to remain in Salesforce. The leadership team meets for an in-depth strategy and planning session every 3 years and will need reporting on the archived data. The Solution Architect has recommended the use of Big Objects.

What are two considerations the Solution Architect should discuss with Fabulous Flooring?

Choose 2 answers

- A. Picklist fields will need to be marked as required for indexing in the Big Object
- B. The company will need to build reports and dashboards for the strategy and planning session based on specific criteria from the big Object.
- C. The company will need to use Async SOQL to pull the data into a subject based on specific criteria, and build reports and dashboards for the strategy and planning session.
- D. Picklist fields will need to be loaded as Text fields into the big Object.

**Answer: C,D**

Explanation:

[https://developer.salesforce.com/docs/atlas.en-us.222.0.object\\_reference.meta/api/big\\_object.htm](https://developer.salesforce.com/docs/atlas.en-us.222.0.object_reference.meta/api/big_object.htm) Big objects are a way to store and manage massive amounts of data on the Salesforce platform12.

Big objects support custom Salesforce Lightning and Visualforce components rather than standard UI elements3.

Big objects do not support picklist fields, so they need to be loaded as text fields into the big object2.

Big objects do not support standard SOQL queries, so they need to use Async SOQL to query data from them2.

### NEW QUESTION # 52

Universal Containers (UC) needs to provide a portal for its customers to order spare parts for the equipment that has been sold to them. Spare parts orders are fulfilled in UC's ERP system and need to be integrated with the solution. Order status would need to be reflected in the solution. Additionally, in the future, UC wants this order integration scaled to additional applications. UC also needs customers to be able to schedule appointments for service for their equipment.

Which products should a Solution Architect recommend implementing to meet these requirements?

- A. B2B Commerce, Salesforce Field Service, Experience Cloud, and MuleSoft
- B. B2B Commerce, Salesforce Field Service, Experience Cloud, and Meroku
- C. B2B Commerce, Service Cloud, Experience Cloud, and Salesforce Connect
- D. B2B Commerce, Salesforce Field Service, Experience Cloud, and Sales Cloud

**Answer: A**

### NEW QUESTION # 53

Universal Containers (UC) has acquired four companies and is looking to manage revenue across all mergers' territories seamlessly. UC wants to drive major business decision and selling strategies based on an efficient, complete, real-time view of team forecasts across territories from Salesforce. A sales user can be part of multiple territories and is usually working on multiple opportunities at a time.

Which technical consideration should a Solution Architect make when designing collaborative forecasting?

- A. If the sales user has many territories assigned to them, it can impact the performance of the forecast.
- B. Archiving a territory model does not impact forecasts, quotas, and adjustments for all territories in the model.
- C. Important details should be tracked at the opportunity line level.
- D. Forecast category names can be customized by submitting a Salesforce Support case.

**Answer: A**

Explanation:

In designing collaborative forecasting, especially in a complex organization like UC with multiple acquisitions and territories, it's crucial to consider the system's performance. When a sales user is assigned to multiple territories, and they work on numerous

opportunities, it can significantly impact the system's ability to generate accurate and timely forecasts. Salesforce's own documentation on collaborative forecasting emphasizes the need to carefully manage territory assignments and forecast calculations to maintain system performance and forecast accuracy.

References to these considerations can be found in Salesforce's Release Notes and Administrator Guide, where Salesforce discusses best practices for managing territories and forecasts in complex sales environments.

[https://help.salesforce.com/s/articleView?id=000199046&language=en\\_US&type=1](https://help.salesforce.com/s/articleView?id=000199046&language=en_US&type=1)

## NEW QUESTION # 54

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