

Test B2B-Solution-Architect Questions Answers & Exam B2B-Solution-Architect Topics



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Salesforce B2B-Solution-Architect (Salesforce Certified B2B Solution Architect) Exam is a certification program designed for professionals who want to demonstrate their expertise in designing and implementing solutions for business-to-business (B2B) organizations using the Salesforce platform. Salesforce Certified B2B Solution Architect Exam certification program is ideal for architects, consultants, and developers who work with B2B companies and want to enhance their skills and knowledge in Salesforce.

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Quiz Fantastic Salesforce - B2B-Solution-Architect - Test Salesforce Certified B2B Solution Architect Exam Questions Answers

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Salesforce B2B-Solution-Architect certification exam consists of 60 multiple-choice questions and is timed for 105 minutes. B2B-Solution-Architect exam is designed to test the candidate's knowledge of B2B sales processes and their ability to design and implement B2B solutions using Salesforce. Candidates who pass the exam demonstrate that they have the skills and knowledge necessary to design and implement effective B2B solutions using Salesforce.

Salesforce B2B-Solution-Architect Exam is a rigorous and challenging test that requires candidates to have a deep understanding of Salesforce technologies and B2B industries. B2B-Solution-Architect exam assesses a candidate's ability to design, implement, and optimize Salesforce solutions for businesses. Candidates are required to demonstrate their knowledge of Salesforce architecture, data modeling, security, and integration in the context of B2B industries.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q90-Q95):

NEW QUESTION # 90

Universal Containers (UC) is concerned about potential data storage issues in Salesforce due to the Invoice, Order, and Inventory

data that would be flowing in from various on-premise legacy CRM and ERP applications. UC would like to view and occasionally report on this data on-demand for day-to-day operational processes and would prefer not to store the data in Salesforce due to data residency requirements.

Which recommendation should the Solution Architect make to meet this requirement?

- A. Write custom Apex code to retrieve the data in real time from external systems.
- **B. Re-architect the implementation using Salesforce Connect and external objects.**
- C. Use Salesforce Orchestrator with MuleSoft to retrieve the data when it is needed.
- D. Push the data into Salesforce and implement an archival strategy.

Answer: B

Explanation:

External objects are similar to custom objects but they map to data that's stored outside Salesforce¹. Salesforce Connect uses external data sources to access data that's stored outside your Salesforce organization¹. This way, UC can comply with data residency requirements and avoid data storage issues.

Salesforce Connect allows Salesforce to seamlessly integrate with data that is external to the Salesforce platform, which in this case is the legacy CRM and ERP applications. External objects provide a real-time view of this external data, allowing UC to view and report on it as if it were stored natively in Salesforce, without actually storing it in Salesforce.

NEW QUESTION # 91

Universal Containers (UC) is using Service Cloud and B2B Commerce to allow resellers the ability to purchase and support farming equipment UC maintains. UC has invested in smart devices which allows that equipment to inform UC when a part becomes faulty. The data from these devices goes to a public cloud solution where every row of sensor data is received every second from every device. There are 100,000 devices on various farms being actively used. The CIO would like this data to be connected to Salesforce in some manner.

What kind of integration method should a Solution Architect suggest to accommodate this need?

- A. Utilize Apex Callouts based on the devices' state change.
- B. Load the public cloud solution directly to Salesforce using MuleSoft.
- **C. Utilize Platform Events based on the devices' state change.**
- D. Embed the devices' sensor data in a view on the Assetrecord.

Answer: C

Explanation:

Platform Events are a Salesforce-native feature that enable apps to communicate inside and outside of Salesforce using an event-driven messaging architecture. An event producer creates an event and adds it onto the event bus, which operates as a queue with a strict chronological order. An event consumer subscribes to an event and gets notified when the event is put onto the event bus.

According to 3, Platform Events can be used to define and manage custom notifications within the Salesforce platform and in external apps. They can also be used to integrate Salesforce with external systems and devices in near real-time.

Therefore, a Solution Architect should suggest utilizing Platform Events based on the devices' state change.

This way, UC can connect the data from the smart devices to Salesforce in a scalable and reliable manner, without having to poll or query for changes constantly. UC can also use Platform Events to trigger workflows or actions based on the device status, such as creating a case, sending an email, or ordering a replacement part.

https://developer.salesforce.com/docs/atlas.en-us.platform_events.meta/platform_events/platform_events_intro.htm

NEW QUESTION # 92

Northern Trail Outfitters (NTO) has a large product catalog containing about 1 million products mastered inside an external PIH system. In its first Salesforce implementation, NTO implemented Salesforce CPQ as its main tool of ... to configure and quote, in conjunction with a nightly batch integration from its PIM to bring over all products, with pricing also being maintained inside of CPQ. As part of its new fiscal year initiative, NTO would like to introduce a digital sales channel to its customers to allow for a traditional ecommerce self-service experience, and has decided to use its own custom-built solution as a way to accomplish this. One of the main requirements for this custom ecommerce solution is that it must integrate into CPQ in order to present the same entitlements for pre-negotiated contracts that were created in CPQ.

Which two suggestions should a Solution Architect recommend as a starting point to meet NTO's need of effectively integrating both applications together?

Choose 2 answers

- A. Harmonise the Pricing and Product structure of the custom ecommerce tool and CPQ to enable a streamlined integration.
- B. Implement an external master Pricing database that can be carted by both ecommerce and CPQ.
- C. Use MuteSoft to streamline the peering and product integration between the PIM, ecommerce, and CPQ.
- D. Recommend an ETL tool to synchronize all product data between Salesforce CPQ, PIM, and the custom ecommerce tool.

Answer: A,C

NEW QUESTION # 93

Universal Containers (UC) has a global support model and would like to open up a text message channel to support maintenance supervisors in countries around the world. UC also wants to leverage messaging to market to its business partners, and be able to track open and click-through rates just like it does with email campaigns.

What should a Solution Architect recommend to UC?

- A. Utilize Service Cloud and LiveMessage.
- B. Utilize Marketing Cloud and MobileConnect.
- C. Embed third-party messenger tools.
- D. Utilize Service Cloud Email to Text Message.

Answer: C

NEW QUESTION # 94

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

Answer: A

NEW QUESTION # 95

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