B2B-Solution-Architect덤프문제집 - B2B-Solution-Architect최고기출문제

그 외, KoreaDumps B2B-Solution-Architect 시험 문제집 일부가 지금은 무료입니다: https://drive.google.com/open?id=1n2TEB5fWAwAxTmLKInoWes8uZf90qYqE

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>> B2B-Solution-Architect덤프문제집 <<

B2B-Solution-Architect최고기출문제 & B2B-Solution-Architect유효한 인증시험덤프

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제없습니다.

최신 Architect Exams B2B-Solution-Architect 무료샘플문제 (Q35-Q40):

질문 # 35

Universal Containers (UC) delivers packaging solutions to its customers based on volume schedule, which is part of a contract that UC is closing. Customers place orders against these contracts, and the orders are maintained in an ERP system outside of Salesforce.

Employees of UC want to track invoicing payment status on a monthly basis so that they can identify early when customer orders fall short of the contractual target.

Which two solution components should a Solution Architect recommend to meet this requirement?

Choose 2 answers

- A. Opportunities and Opportunity Products from Sales Cloud
- B. Invoicing payment status sync between Salesforce Billing and ERP
- C. Product and Revenue Schedules from Sales Cloud
- D. Orders and Order Products from Sales Cloud and a MuleSoft integration with the ERP

정답：C,D

설명：

orders and order products are objects that represent customer requests for products or services after a contract has been signed or an opportunity has been closed. Orders and order products can be used to track fulfillment status, invoicing status, revenue recognition, and contract compliance.

Orders and order products can be integrated with external systems using MuleSoft, which is a platform that enables data integration and API management across different applications and sources. MuleSoft can help sync data between Salesforce and ERP systems, such as order details, inventory levels, payment status, etc.

https://help.salesforce.com/s/articleView?id=om_order_management.htm&language=en_US

질문 # 36

A Solution Architect is presenting a design for the Phase 1 rollout of a B2B multi-cloud solution that includes CPQ and B2B Commerce using the CPQ B2B Commerce Connector. During the presentation, business stakeholders push bade on some of the key design aspects. The business is keen to have the product images and SCO data pushed back to CPQ from 828 Commerce, which is not incorporated in the current design. Further, the business wants the Solution Architect to find a way to map discounts and promotions in 828 Commerce to CPQ pricing and add that to the Phase 1 deliverables.

Which two responses should a Solution Architect present to the stakeholder s?

Choose 2 answers

- A. Product Images and SCO data are B2B Commerce specific metadata. It is recommended to keep them only in 828 Commerce, and not push to CPQ.
- B. Map the discounts and promotions to Additional Discounts field on the quote Int. However, we would need to ensure that the price rules do not run for quotes originated from B2B Commerce unless there is a specific business need.
- C. Map the product images from B2B Commerce to CPQ, by passing the URL of the image File from CC Product to Product2 object. SEO data sync will require additional customization and it is recommended for Phase 2.
- D. There are significant differences in the discounting models and options between B2B Commerce and CPQ, and for that reason, it is better to handle them separately. without syncing to CPQ.

정답：B,C

설명：

https://help.salesforce.com/s/articleView?id=sf.icx_b2b_cart_to_quote_connector.htm&language=en_US&type=5 Addressing stakeholder feedback on syncing product images and SEO data from B2B Commerce to CPQ, and aligning discounts and promotions, involves a balanced approach. Mapping product images by passing the URL from B2B Commerce to CPQ ensures that product visual representation is consistent across platforms. Considering the complexity of syncing SEO data, it is pragmatic to plan this for a subsequent phase, allowing for proper customization and integration work. For discounts and promotions, mapping them to the Additional Discounts field on the quote line in CPQ is feasible, but it's crucial to manage the execution of price rules carefully to maintain pricing integrity. This approach aligns with best practices for integrating B2B Commerce and CPQ, ensuring a cohesive and functional solution that meets business requirements while managing technical complexities and scope.

질문 #37

A Solution Architect was asked by AC Computers to provide solution recommendations for a rebate enrollment and management solution on Salesforce. The primary goal and requirement is to easily launch rebate programs for partners that an administrator can implement and manage in Salesforce. AC Computers currently uses Sales Cloud, Salesforce CPQ, and Experience Cloud to expose opportunity and quote information to partners.

Based on the business requirements, which solution should the Solution Architect recommend?

- A. Implement a custom solution to track rebates, accruals, and actuals and expose the data in the Experience Cloud site.
- B. Implement B2B Commerce on Lightning Experience to track rebates and expose the data in the Experience Cloud site.
- C. Implement Salesforce Rebate Management Module and expose the data in the Experience Cloud site.
- D. Implement Salesforce Service Contracts with line items to track rebate accruals and expose the data in the Experience Cloud site.

정답：C

설명：

This solution can help AC Computers easily launch rebate programs for partners that an administrator can implement and manage in Salesforce. Rebate Management is a new module that integrates out-of-the-box into any Salesforce product and gives all employees and channel partners visibility into rebate programs2. It also automates, scales and leverages AI-driven insights for better and faster decisions1. Rebate Management can be exposed in the Experience Cloud site using custom components or standard objects4. https://www.salesforce.com/products/manufacturing-cloud/rebate-management/ Salesforce Rebate Management is a managed package that enables companies to create, manage, and track rebates in Salesforce. With this solution, administrators can easily set up and manage rebate programs, track accruals and actuals, and generate detailed reports. Exposing the data in the Experience Cloud site will allow partners to view and track their rebate status, further enhancing the rebate management process.

질문 #38

A software solutions company has created several SaaS applications that it sells to its customers. The company would like an easier way to allow customers to renew their subscriptions each period. Today, the company has to run reports across multiple disparate systems to find out which products each customer has purchased, their usage levels, and when each customer needs to renew. Tracking and identifying when to contact customers is a very manual process and involves sates people sending emails with invoices attached. Customers often mail paper checks to the company, leading to disconnected invoicing and payment processing.

Which two products should a Solution Architect consider to resolve the subscription, invoicing, and payment issues the company is currently experiencing?

Choose 2 answers

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

정답：A,C

설명：

Option A would involve using Salesforce Billing, which is a product that automates billing processes such as generating invoices, collecting payments, and managing revenue recognition. Salesforce Billing can also handle subscription billing scenarios such as renewals, amendments, cancellations, and prorations. Salesforce Billing can integrate with Salesforce CPQ to create seamless quote-to-cash workflows.

Option D would involve using Salesforce CPQ (Configure Price Quote), which is a product that helps sales teams create accurate and consistent quotes for complex products and services. Salesforce CPQ can also manage subscriptions by creating recurring quotes with flexible pricing models and contract terms. Salesforce CPQ can integrate with Salesforce Billing to create seamless quote-to-cash workflows.

https://trailhead.salesforce.com/credentials/b2bsolutionarchitect

질문 #39

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

정답：D

설명：
Sales Cloud provides the CRM capabilities needed to track opportunities and sales processes, B2B Commerce provides the platform for partners to make bulk purchases, and Partner Relationship Management (PRM) enables the management of partner relationships, including offering discounts for large purchases and providing reports to partners. This integrated solution meets all of UC's requirements for sales, bulk purchasing, and partner management. Salesforce documentation supports the use of PRM alongside Sales Cloud and B2B Commerce for managing complex partner relationships and sales processes.

질문 # 40
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BONUS!!! KoreaDumps B2B-Solution-Architect 시험 문제집 전체 버전을 무료로 다운로드하세요:
https://drive.google.com/open?id=1n2TEB5fWAwAxTmLKInoWes8uZf90qYqE