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Salesforce Certified B2B Solution Architect Sample Questions (Q99-Q104):

NEW QUESTION # 99

Universal Containers recently began a project to connect its ERP with Salesforce. One of the requirements is a daily batch process to create and update orders and order product information. The development team, using the corporate ETL tool, has created two processes to create these records using Bulk API. The test in the development environment worked fine, but in the production environment, some orderproduct records were not updated and showed an error "UNABLE_TO_LOCK_ROW:unable to obtain exclusive access to this record". There is one Process Builder on the Order Product object and no async process.

Which two steps should a Solution Architect recommend to avoid this error?

Choose 2 answers

- A. Sort the order product records by account and order before the Bulk API load.
- B. Use the import wizard instead of Bulk API.
- C. Add a retry process for the records rejected by this error.
- D. Change the Bulk API call to use Bulk API 2.0.

Answer: A,C

Explanation:

* B. Sort the order product records by account and order before the Bulk API load.

This answer can help avoid this error by reducing the chances of concurrent updates on the same parent record (account or order) by different batches. Sorting the records by account and order can ensure that all records related to a parent record are processed together in a single batch, which can prevent locking conflicts with other batches².

* D. Add a retry process for the records rejected by this error.

This answer can help recover from this error by attempting to update the rejected records again after some time interval. This can increase the likelihood of obtaining exclusive access to those records as they may be unlocked by then³.

Sorting order product records by account and order before using the Bulk API can minimize the likelihood of row lock errors by ensuring that related records are processed in a sequence that reduces the chance of concurrent access attempts. Additionally, implementing a retry mechanism for records that encounter the "UNABLE_TO_LOCK_ROW" error provides a robust error handling strategy, allowing the system another opportunity to process the records successfully. These recommendations are in line with Salesforce's best practices for bulk data processing, which emphasize the importance of efficient data loading strategies and error management to ensure data integrity and system performance during large-scale data operations.

NEW QUESTION # 100

Universal Containers (UC) has gone through the design phase of its large initiative involving multiple Salesforce clouds and is about to go into the build phase. The CIO would prefer to create an internal Center of Excellence (CoE) to implement the solution versus make a third-party organisation responsible for the entire build given that they have the talent internally to support the initiative.

Which two recommendations should a Solution Architect make toward creating a CoC?

Choose 2 answers

- A. It will be much more cost effective to create a CoE.
- B. All development decisions will be made by internal resources.
- C. Knowledge of the solution will stay within the organization.
- D. Documentation around the solution will not be a concern.

Answer: B,C

Explanation:

A Salesforce Center of Excellence (COE) is a centralized division within your company that oversees and manages all aspects of the Salesforce instance, including projects, maintenance, and support¹. A COE acts as a central governing body for the entire organization and funnels all decision making and product ownership through a single group². By creating a COE, you can ensure that all development decisions will be made by internal resources who have direct relationships with stakeholders throughout the company^{1,2}.

Another benefit of creating a COE is that knowledge of the solution will stay within the organization³. A COE provides leadership, best practices, research, support and training for Salesforce³. By having an internal team that is responsible for implementing and

maintaining the solution, you can avoid relying on external vendors or consultants who may not have your best interests at heart or who may leave after the project is done⁴.

NEW QUESTION # 101

During a go-live planning session, the business sponsor expressed some concerns related to achieving high adoption of the solution. Which two recommendations should a Solution Architect provide that can achieve higher adoption rates for a Salesforce multi-cloud implementation?

Choose 2 answers

- A. Create recurring office hours for end users to call in to speak directly with the Solution Architect.
- B. Suggest that the executive team tie performance metrics to Salesforce usage.
- C. Suggest continuous training methods such as Trailhead, in-app guidance, or embedded videos so end users feel supported using the solution.
- D. Create a feedback loop to give end users the ability to share ideas on how to improve the solution and report bugs.

Answer: C,D

Explanation:

To encourage high adoption rates, the Solution Architect should recommend:

* B. Create a feedback loop to give end users the ability to share ideas on how to improve the solution and report bugs. This empowers users to contribute to the solution's success and ensures their needs and challenges are heard.

* D. Suggest continuous training methods such as Trailhead, in-app guidance, or embedded videos so end users feel supported using the solution. This provides ongoing support and learning opportunities, making it easier for users to adapt to the new system. Salesforce Trailhead and the in-app guidance feature are excellent resources for training and user adoption, as recommended by Salesforce's best practices for user engagement and adoption.

NEW QUESTION # 102

Northern Trail Outfitters (NTO) is running a multi-cloud Salesforce implementation with lots of process integration between the clouds and other systems. During the project, NTO faces many challenges including a lack of agility and business value alignment, as well as silo-thinking. After trying different approaches, NTO begins to use Agile and is successful. The project manager now wonders what the recommended operating model would look like.

What should be a Solution Architect's first recommendation?

- A. NTO should set up a model of continuous backlog with teams aligned to the different clouds to drive efficiency and team collaboration.
- B. NTO should set up a model of continuous backlog with teams aligned to the different products (capabilities) to improve efficiency.
- C. NTO should establish a Scaled Agile Center of Excellence to continuously improve agility and time to market.
- D. NTO should set up an Operations team within IT to ensure proper management of the integrations going forward.

Answer: C

Explanation:

A Scaled Agile Center of Excellence (LACE) is a small team of people dedicated to implementing the SAFe Lean-Agile way of working¹. A LACE can be used to gather information, lead change, share best practices, and keep people on the same page as the organization moves forward². A LACE is a cornerstone of successful transformations because it encourages continuity and manages expectations³.

By establishing a LACE, NTO can leverage the benefits of agile at scale, such as faster delivery, higher quality, lower costs, and happier customers³¹. A LACE can also help NTO overcome the challenges of silo-thinking and lack of alignment by fostering collaboration and communication across different teams and systems²¹.

NEW QUESTION # 103

Universal Containers (UC) is about to develop a new call center solution utilizing Salesforce products including Service Cloud, LiveMessage, Experience Cloud, and MuleSoft. UC would prefer no real customer data to be stored within Salesforce but to be made view only. These views should only be utilized by a select few individuals that may be assigned the ability to view this data temporarily and have it removed.

Which two features should a Solution Architect suggest to maintain these constraints?

- A. Apex Callouts, User Permissions Sets
- **B. Salesforce Connect, User Permission Sets**
- C. Salesforce Connect, User Profiles
- D. Third-party ETL, Profiles

Answer: B

Explanation:

Salesforce Connect allows you to integrate external data sources with Salesforce and access them in real time without storing them in Salesforce1. User Permission Sets let you grant access to various tools and functions to users without changing their profiles12. You can assign permission sets to users with different licenses and revoke them when needed3.

NEW QUESTION # 104

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