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ARCH 301 - Case Studies

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Region and Regionalism

The region is a large area with boundaries set by various cultural and natural criteria. It widely divided by physical geography, human geography, and environmental aspects like the interaction between the environment and humanity.

Regionalism is occured because of the monotonous building of the International Style in all over the world. Apart from the vernacular architecture, regionalism has a conscious in design.

Karakaş Mosque, Antalya, Turkey, 2003

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Salesforce Certified B2B Solution Architect Sample Questions (Q102-Q107):

NEW QUESTION # 102

Universal Containers (UC) is about to start a massive digital transformation project across multiple service channels. UC plans on using Service Cloud, Omni-Channel, chatbots, Knowledge, and Einstein AI throughout all the service capabilities. Before discovery can start, the key stakeholder would like to see the automated chat capabilities in action. They currently use a third-party Knowledge Base and are wondering what is the value of it over Salesforce Knowledge. They believe it will be chatbots but they are unsure.

What is one of the key benefits the Solution Architect should address within the context of the demo?

- A. Demo how the chatbot can utilize Knowledge within it to deflect customer issues before a case is created.
- B. Demo how a human being can have a real conversation with an Einstein AI-driven chatbot.
- C. Demo how the chatbot can anticipate the responses of the customer before they make it, and generate Knowledge article responses based on what they have bought.
- D. Demo how the chatbot can provide a response to a customer's request by bringing together content from Knowledge articles.

Answer: D

Explanation:
Demonstrating the chatbot's capability to utilize Salesforce Knowledge to provide accurate and helpful responses to customer inquiries highlights the value of integrating Knowledge with automated chat solutions.
This showcases how AI-driven chatbots can enhance customer service by quickly accessing and delivering content from Knowledge articles, addressing customer issues efficiently and reducing the need for direct human intervention. This capability not only improves the customer experience by providing immediate assistance but also showcases the seamless integration between Salesforce's AI technologies and Knowledge base, illustrating the platform's ability to support advanced customer service strategies. Salesforce documentation and best practices often highlight the importance of leveraging Knowledge articles within AI- driven chat solutions to optimize customer support and service workflows.

NEW QUESTION # 103

Universal Containers (UC) recently completed its migration to Lightning Experience, with sales users automatically moving to Lightning. This initiative was a massive undertaking by UC, as it had a tremendous amount of legacy functionality migrated over to Lightning from Classic. The CIO would like to make sure that UC is able to track adoption of the migrated functionality over from Classic to Lightning and what specifically was migrated.

Which two proposals should a Solution Architect recommend?
Choose 2 answers

- A. Provide the CIO the ability to roll back all changes once they feel Lightning is not adequate for their needs.
- B. Align with the CIO around the fact that while the functionality has been migrated, the data created between Classic and Lightning will remain exactly the same.
- C. Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning.
- D. Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards.

Answer: C,D

Explanation:
The two proposals a Solution Architect should recommend to track adoption of migrated functionality from Classic to Lightning are:
B. Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards. C. Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning.
Tracking adoption rates and success metrics is one of the best practices for driving Lightning Experience adoption, as it allows UC to measure how well users are using the migrated functionality and identify areas of improvement or feedback. According to 2, monitoring a change in metrics within existing reports and dashboards can also help UC evaluate the impact of Lightning Experience on their business performance and user satisfaction.
Providing a list of user stories around the new functionality can help UC communicate the benefits and value of Lightning Experience to their users and stakeholders, as well as align their expectations and goals with the migration project. According to 3, providing a gap analysis done between Classic and Lightning can also help UC understand what features or customizations are available or not available in Lightning Experience, as well as plan for any necessary changes or enhancements.
https://trailhead.salesforce.com/content/learn/modules/lex_migration_rollout/lex_migration_rollout_enabling

NEW QUESTION # 104

Universal Containers (UC) is currently utilizing Sales Cloud and Revenue Cloud for its direct Sales team. UC would like to create an indirect Sales team with its vendors using Experience Cloud as the front end with the same kind of quoting functionality the direct Sales team uses within Revenue Cloud. However, UC wants to ensure that data from the internal direct Sales team is not visible to the external indirect Sales team in Experience Cloud.

What is the first configuration a Solution Architect should consider when implementing Experience Cloud in this scenario?

- A. Add Indirect Sales Team to existing Direct Sales Team Role Hierarchy.
- B. Start creating Sharing Sets for Experience Cloud users to access Sales Cloud.
- C. Enable External Sharing Model to create external organization-wide defaults.
- D. Make internal organization-wide defaults Public Read Only to create external visibility.

Answer: C

Explanation:
* Enable External Sharing Model to create external organization-wide defaults. This allows you to set different sharing settings for internal and external users based on profiles or roles. You can also use criteria-based sharing rules to grant access to records based on field values1.
https://architect.salesforce.com/diagrams/template-gallery/automotive-dealer-solution-architecture

NEW QUESTION # 105
Universal Containers (UC) currently utilizes Sales Cloud and ExperienceCloud for its customers. For the next phase in its digital transformation, UC would like to enable its vast dealer network with the kinds of tools its direct Sales teams are currently using. UC is considering Partner Communities (PRM) on Experience Cloud.

UC's concern at the moment is making sure that its dealer network only gets access to the opportunities they themselves bring to UC or that UC submits to the dealer to close. This is a concern for the VP of direct sales who has issues with bringing PRM inat all.
What is the initial suggestion a Solution Architect should provide to make Partner Communities work for UC?

- A. Utilize the external sharing model to differentiate the sharing models between Internal Sales users and External Communities users.
- B. Create two account lookups on the opportunity, one for dealer and one for partner company, and create sharing rules to share the records.
- C. Create public groups of partner companies and users at dealers, and share the opportunities using sharing rules.
- D. Utilize the same sharing model within the Partner Community that customers are currently using within the Customer Community.

Answer: A

Explanation:
For Universal Containers to ensure that its dealer network only accesses relevant opportunities, the external sharing model in Salesforce Experience Cloud offers a tailored solution. This model allows for distinct sharing settings between internal and external users, enabling granular control over data accessibility. By leveraging this model, UC can configure sharing rules and access levels specific to Partner Community users, ensuring dealers only see opportunities they are directly involved with. This approach addresses the VP of direct sales' concerns by safeguarding internal opportunity visibility while effectively enabling dealers through PRM capabilities. Salesforce's documentation on sharing models and communities best practices underscores the importance of utilizing external sharing models to maintain data security and integrity in collaborative environments like Partner Communities.

NEW QUESTION # 106
3D Scanners needs to apply a discount automatically on the Quote Line for Distributors while in the Quote Line Editor. The percentage discount applied depends on attributes of the Distributor Account and that of the specific Product. Sales users can add additional discounts; however, those will need to gothrough an approval process that allows for resubmitting to only those that previously rejected the additional discount.
Which two options should a Solution Architect recommend to meet the requirements while keeping the user experience in mind?
Choose 2 answers

- A. Flow
- B. CPQ Plus license
- C. Price Rules
- D. CPQ license

Answer: C,D

Explanation:
* CPQ license2. This way, you can use Salesforce CPQ (Configure Price Quote) to automate complex quoting processes and apply discounts based on product and account attributes. You can also use CPQ approval rules to trigger approval requests for additional discounts and resubmit them to previous approvers.
* Price Rules2. This way, you can use CPQ price rules to calculate discounts automatically on quote lines based on conditions and formulas. You can also use price actions to update quote line fields with discount values.

NEW QUESTION # 107

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