

# Salesforce Arch-301 시험 대비 덤프 데모 - Arch-301 유효한 시험



2026 Itcertkr 최신 Arch-301 PDF 버전 시험 문제집과 Arch-301 시험 문제 및 답변 무료 공유:  
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Itcertkr는 다른 회사들이 이루지 못한 Itcertkr만의 매우 특별한 이점을 가지고 있습니다. Itcertkr의 Salesforce Arch-301 덤프는 전문적인 엔지니어들의 Salesforce Arch-301 시험을 분석이후에 선택이 된 문제들이고 적지만 매우 가치 있는 질문과 답변들로 되어있는 학습가이드입니다. 고객들은 단지 Itcertkr에서 제공해드리는 Salesforce Arch-301 덤프의 질문과 답변들을 이해하고 마스터하면 첫 시험에서 고득점으로 합격을 할 것입니다.

Salesforce Arch-301 인증 시험도 어려울 뿐만 아니라 신청 또한 어렵습니다. Salesforce Arch-301 시험은 IT 업계에서도 권위가 있고 직위가 있으신 분들이 응시할 수 있는 시험이라고 알고 있습니다. 우리 Itcertkr에서는 Salesforce Arch-301 관련 학습가이드를 제공합니다. Itcertkr는 우리의 IT 전문가들이 만들어낸 Salesforce Arch-301 관련 최신, 최고의 자료와 학습가이드를 준비하고 있습니다. 여러분의 편리하게 Salesforce Arch-301 응시하는데 많은 도움이 될 것입니다.

>> Salesforce Arch-301 시험 대비 덤프 데모 <<

## Arch-301 유효한 시험 - Arch-301 최고 품질 덤프 샘플 문제

많은 사이트에서도 무료 Salesforce Arch-301 덤프 데모를 제공합니다. 우리도 마찬가지입니다. 여러분은 그러한

Salesforce Arch-301 데모들을 보시고 다시 우리의 덤프와 비교하시면, 우리의 덤프는 다른 사이트 덤프와 차원이 다른 덤프임을 아사될 것 입니다. 우리 Itcertkr 사이트에서 제공되는 Salesforce 인증 Arch-301 시험 덤프의 일부분인 데모 즉 문제와 답을 다운받으셔서 체험해보면 우리 Itcertkr에 믿음이 갈 것입니다. 왜냐면 우리 Itcertkr에는 베테랑의 전문가들로 이루어진 연구팀이 있습니다, 그들은 지식과 풍부한 경험으로 여러 가지 여러분이 Salesforce 인증 Arch-301 시험을 패스할 수 있을 자료 등을 만들었습니다 여러분이 Salesforce 인증 Arch-301 시험에 많은 도움이 Salesforce Arch-301 될 것입니다. Itcertkr 가 제공하는 Arch-301 테스트 버전과 문제집은 모두 Salesforce Arch-301 인증 시험에 대하여 충분한 연구 끝에 만든 것이기에 무조건 한번에 Salesforce Arch-301 시험을 패스하실 수 있습니다. 때문에 Salesforce Arch-301 덤프의 인기는 당연히 짱 입니다.

## 최신 Architect Exams Arch-301 무료 샘플문제 (Q11-Q16):

### 질문 # 11

Universal Containers (UC) currently has Sales Cloud, Revenue Cloud, and Marketing Cloud Account Engagement within its existing Salesforce environment and is utilizing a standard Lead to Cash solution across those clouds. UC is 2 years into its Salesforce implementation, and the CIO is getting concerned with the sheer amount of data affecting its environment's data limits.

IT is doing upkeep on older records that may no longer be relevant. They have decided to start looking at data archival strategies and what to archive correctly. Given that this solution involves Leads from Marketing Cloud Account Engagement, Opportunities from Sales Cloud, and Quotes from Revenue Cloud, they are concerned about archiving related data on active sales pipelines. They also want to keep a historical snapshot of all of their Quotes, Opportunities, and Leads for future pipeline performance purposes and are open to options.

Choose 2 answers

- A. Propose Skinny Tables to the CIO before doing anything else.
- B. Recommend AppExchange solutions that provide capabilities around data archiving to the CIO.
- C. Segment the data in terms of data needed for daily operations, data that is used occasionally at demand, and data that is used purely for historical purposes.
- D. Understand the organization's regulatory requirements around right to retain or delete data.

정답: C,D

### 설명:

Before proposing any solutions to the CIO, it is important to understand the organization's regulatory requirements around right to retain or delete data. It is also important to segment the data into different categories based on the purpose of the data, such as data needed for daily operations, data that is used occasionally at demand, and data that is used purely for historical purposes. This will help the organization plan their data archival strategy more effectively. Additionally, the CIO can look into AppExchange solutions that provide capabilities around data archiving.

Option B is important because different industries and regions may have different laws and regulations regarding how long they need to keep certain types of data or when they need to delete them. For example, some financial records may need to be retained for a minimum of seven years, while some personal data may need to be deleted upon request<sup>1</sup>. Understanding these requirements can help UC decide what data can be archived and what data must be kept in Salesforce.

Option D is helpful because it can help UC prioritize and categorize their data based on how frequently and urgently they need to access it. For example, data that is needed for daily operations should be kept in Salesforce for optimal performance and availability, while data that is used occasionally at demand can be archived in an external system and accessed via Salesforce Connect<sup>2</sup>. Data that is used purely for historical purposes can be backed up in a secure storage system and deleted from Salesforce<sup>3</sup>.

### 질문 # 12

Widgets Wonderful, a manufacturing company, wants to provide a better customer experience and enable field service resources to provide a quote to customers while still on site. The company has complex products that come with warranties that include preventative maintenance work. Additionally, certain warranty repair work has specific SLAs associated with it. There are 10 Field Service team members and 20 sales representatives, all of whom need to view Salesforce Field Service objects and be able to create quotes for the customer.

Widgets Wonderful's project owner has some questions regarding the number and types of licenses needed for the users and would like to better understand how warranties will be addressed.

Which two combined options should a Solution Architect suggest?

Choose 2 answers

- A. Salesforce Field Service, Salesforce CPQ, and Service Cloud for Salesforce CPQ need will need to be installed and customizations will not be needed for Entitlements.
- B. Salesforce Field Service and Service Cloud for Salesforce CPQ will need to be installed and customizations will need to be made to handle Entitlements.

- C. Purchase 30 CPQ licenses and 10 Salesforce Field Service licenses.
- D. Purchase 30 CPQ licenses and 30 Salesforce Field Service licenses.

**정답: B,C**

**설명:**

For Widgets Wonderful's needs, the Solution Architect should suggest:

- \* A. Salesforce Field Service and Service Cloud for Salesforce CPQ will need to be installed and customizations will need to be made to handle Entitlements. This addresses the complex products and warranties, ensuring that the quoting process on-site can accommodate the specific SLAs.
- \* B. Purchase 30 CPQ licenses and 10 Salesforce Field Service licenses. This matches the licensing to the user needs, ensuring all sales representatives and field service team members have the necessary access to create quotes and view field service objects. Salesforce documentation on CPQ and Field Service licenses provides information on how to configure these systems for complex products and services, including warranties and SLAs.

### 질문 # 13

Universal Containers (UC) wants to enhance the online purchase experience for its customers. The product and pricing information is managed in a separate ERP, while customer purchases are primarily triggered online through self-service. UC often offers promotions and discounts through various online seasonal events.

UC wants the ability to provide customized quotes based on its relationship with the customer, as well as proactively process and monitor renewal and upgrade opportunities.

A Solution Architect has identified Sales Cloud, CPQ, Billing, and B2B Commerce as part of a potential multi-cloud solution. Based on the above considerations, which option identifies the optimal data flow for this solution?

- A. Pricing and Product data should be pushed from ERP to CPQ and from there to B2B Commerce via the CPQ B2B Commerce Connector. Promotions should be managed in CPQ as CPQ is the pricing master. Invoice and Billing should be managed in B2B Commerce and pushed to Billing.
- B. Pricing and Product data should be pushed from ERP to CPQ and from there to B2B Commerce via the CPQ B2B Commerce Connector. Promotions should be handled in B2B Commerce. Invoice and Billing should be maintained in Billing and presented on B2B Commerce via a Lightning component.
- C. Pricing and Product data should be pushed from ERP to both CPQ and B2B Commerce, keeping single source of truth. Promotions should be handled in B2B Commerce. Invoice and Billing should be maintained in Billing and pushed to B2B Commerce.
- D. Pricing and Product data should be pushed from ERP to B2B Commerce via the CPQ B2B Commerce Connector to CPQ. Promotions should be handled in B2B Commerce. Invoice and Billing should be maintained in Billing and surfaced on B2B Commerce via a Lightning component.

**정답: B**

**설명:**

the CPQ B2B Commerce Cloud Connector is an unmanaged package that allows B2B Commerce and CPQ customers to sync products, pricing, quote requests, and orders in both clouds.

[https://help.salesforce.com/s/articleView?id=sf.icx\\_b2b\\_cart\\_to\\_quote\\_connector.htm&language=en\\_US&type=5](https://help.salesforce.com/s/articleView?id=sf.icx_b2b_cart_to_quote_connector.htm&language=en_US&type=5)

In this solution, ERP serves as the source of truth for pricing and product data, which is then pushed to Salesforce CPQ to leverage its advanced pricing and quoting capabilities. The CPQ B2B Commerce Connector ensures seamless data flow between CPQ and B2B Commerce, enabling accurate pricing and product information availability on the online storefront. Managing promotions directly in B2B Commerce allows for dynamic and targeted offers, enhancing the customer purchase experience. By maintaining invoicing and billing within Salesforce Billing and presenting this information on B2B Commerce through a custom Lightning component, the solution ensures a unified and streamlined user experience, while keeping the financial transactions and customer interactions closely integrated. This approach aligns with Salesforce's multi-cloud solution strategy, leveraging the strengths of each platform component to deliver a comprehensive and cohesive customer experience.

### 질문 # 14

Universal Containers (UC) is using Sales Cloud and Service Cloud. UC wants a solution that can send scheduled emails on a daily, weekly, or monthly basis to existing customers and prospects. UC also wants to track if customers have opened the emails. There can be as little as 1,000 emails in a week or as many as 100,000 emails in a month, depending on the season.

Based on that criteria, which solution should the Solution Architect recommend to UC?

- A. Develop a custom solution using scheduled Apex to send emails.
- B. Recommend Marketing Cloud Personalization.
- C. Set up scheduled flows to handle email sending and tracking.
- **D. Recommend Marketing Cloud Account Engagement.**

**정답: D**

**설명:**

For Universal Containers' requirements of sending scheduled emails and tracking opens, Marketing Cloud Account Engagement (formerly Pardot) is the recommended solution. It is specifically designed for B2B marketing automation, including email campaigns, lead nurturing, and engagement tracking. Marketing Cloud Account Engagement can handle the variable volume of emails and provides detailed analytics on email interactions, ensuring UC can effectively communicate with its audience and gain insights into campaign performance, in line with Salesforce's marketing automation best practices.

**질문 # 15**

Universal Containers (UC) is looking to implement a CPQ + B2B Commerce multi-cloud solution and use the CPQ B2B Commerce Connector to keep the two in sync. As part of this implementation, UC is looking to be able to have a streamlined product and pricing experience. As UC would like to sell product kits with tiered pricing through the self-service storefront, it would like to ensure this model can be supported effectively.

Which two considerations should a Solution Architect keep in mind for the implementation?

Choose 2 answers

- **A. On the CPQ 826 Commerce Connector, the default mapping of tiered pricing in 826 Commerce is to Discount Schedules in CPQ.**
- B. For the described multi-cloud solution, it is a best practice to set the CPQ precision to two decimal points.
- **C. for supporting kits in the B2B Commerce Storefront, they need to create equivalent bundle products on the CPQ side.**
- D. It is important to ensure the Price Rules run for Quotes initiated via 628 Commerce Storefront to maintain consistency in business rules being applied.

**정답: A,C**

**설명:**

The CPQ B2B Commerce Cloud Connector is an unmanaged package from Salesforce Labs that allows B2B Commerce and CPQ customers to configure or customize functionality<sup>1</sup>. It syncs products, pricing, quote requests, and orders in both clouds<sup>2</sup>. For supporting kits in the B2B Commerce Storefront, they need to create equivalent bundle products on the CPQ side<sup>3</sup>. A kit is a product that contains other products as components<sup>3</sup>. A bundle is a product that has one or more options that can be added or removed by a user<sup>4</sup>. The connector maps kits to bundles using a custom field called Kit ID on both objects<sup>3</sup>.

On the CPQ 826 Commerce Connector, the default mapping of tiered pricing in 826 Commerce is to Discount Schedules in CPQ<sup>5</sup>. Tiered pricing lets you set different prices for different quantities of a product<sup>5</sup>. Discount schedules let you apply discounts based on quantity or amount ranges for a product. The connector maps tiered prices to discount schedules using a custom field called Tiered Price ID on both objects<sup>5</sup>.

**질문 # 16**

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저희가 알아본 데 의하면 많은 IT인사들이 Salesforce 인증 Arch-301 시험을 위하여 많은 시간을 투자하고 있다고 합니다. 하지만 특별한 학습 반 혹은 인터넷 강의 같은 건 선택하지 않으셨습니다. 때문에 패스는 아주 어렵습니다. 보통은 한번에 패스하시는 분들이 적습니다. 우리 Itcertkr에서는 아주 믿을 만한 학습 가이드를 제공합니다. 우리 Itcertkr에는 Salesforce 인증 Arch-301 테스트 버전과 Salesforce 인증 Arch-301 문제와 답 두 가지 버전이 있습니다. 우리는 여러분의 Salesforce 인증 Arch-301 시험을 위한 최고의 문제와 답 제공은 물론 여러분이 원하는 모든 IT인증 시험 자료들을 선사할 수 있습니다.

**Arch-301 유효한 시험:** [https://www.itcertkr.com/Arch-301\\_exam.html](https://www.itcertkr.com/Arch-301_exam.html)

Salesforce Arch-301 시험 대비 덤프 데모 사실 IT인증 시험은 보다 간단한 공부 방식으로 준비하시면 시간도 돈도 정력도 적게 들일 수 있습니다, Salesforce Arch-301 시험 대비 덤프 데모 덤프에 있는 내용만 마스터하시면 시험 패스는 물론 멋진 IT 전문가로 거듭날 수 있습니다, 완벽한 Arch-301 덤프는 여러분이 한 방에 시험에서 통과하도록 최선을 다해 도와드립니다, Arch-301 덤프에 있는 문제만 이해하고 완벽하게 공부하신다면 Salesforce Certified B2B Solution

Architect최신시험을 한방에 패스하여 자격증을 쉽게 취득할 수 있을 것입니다, 인증시험덤프의 장점.

그렇게 갑자기 멀어지지 않았더라면 그런 일이 벌어지지 않았을 거야, 오늘 Arch-301안건이 진행될 순서는 이 파일 안에 들어 있습니다, 사실 IT인증시험은 보다 간단한 공부방식으로 준비하시면 시간도 돈도 정력도 적게 들일 수 있습니다.

## 인기자격증 Arch-301시험대비 덤프데모 최신시험 덤프자료

덤프에 있는 내용만 마스터하시면 시험패스는 물론 멋진 IT전문가로 거듭날 수 있습니다, 완벽한 Arch-301덤프는 여러분이 한방에 시험에서 통과하도록 최선을 다해 도와드립니다, Arch-301 덤프에 있는 문제만 이해하고 완벽하게 공부하신다면 Salesforce Certified B2B Solution Architect최신시험을 한방에 패스하여 자격증을 쉽게 취득할 수 있을 것입니다.

인증시험덤프의 장점.

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