

Exam Questions Salesforce B2B-Solution-Architect Vce - New B2B-Solution-Architect Learning Materials



B2B Solution Architect Exam Details

Exam Name	Salesforce B2B Solution Architect
Exam Code	B2B Solution Architect
Exam Price	Registration fee: USD 400 Retake fee: USD 200
Duration	120 minutes
Number of Questions	60
Passing Score	58%
Recommended Training / Books	Study for the B2B Solution Architect Certification Trail B2B Solution Architect Certification Trailmix
Schedule Exam	Kryterion Webassessor
Sample Questions	Salesforce B2B Solution Architect Sample Questions
Recommended Practice	Salesforce Certified B2B Solution Architect Practice Test

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In the 21 Century, the B2B-Solution-Architect certification became more and more recognized in the society because it represented the certain ability of examinees. However, in order to obtain B2B-Solution-Architect certification, you have to spend a lot of time preparing for the B2B-Solution-Architect Exam. Many people gave up because of all kinds of difficulties before the examination, and finally lost the opportunity to enhance their self-worth. But our B2B-Solution-Architect exam questions will help you pass the exam for sure.

Salesforce B2B Solution Architect certification is a prestigious credential that validates the skills and expertise of professionals in designing and implementing B2B solutions using Salesforce technologies. Salesforce Certified B2B Solution Architect Exam certification is designed for experienced Salesforce professionals who have a deep understanding of the Salesforce platform and its capabilities, as well as the ability to architect complex solutions for B2B clients.

In addition to passing the certification exam, candidates must also meet certain prerequisites before they can become certified. These prerequisites include completing the Salesforce Certified Technical Architect (CTA) review board, as well as demonstrating a strong track record of success in designing and implementing B2B Commerce solutions.

Salesforce B2B-Solution-Architect Certification Exam covers a wide range of topics, including B2B commerce, Salesforce B2B Commerce Cloud, Salesforce CPQ, and Salesforce Billing. Candidates for B2B-Solution-Architect exam must have a deep understanding of these technologies and be able to design and implement solutions that leverage them effectively. They must also have experience working with B2B customers and be able to understand their unique requirements and challenges. Successful candidates will be able to demonstrate their ability to design and implement solutions that meet the needs of B2B customers and deliver measurable business outcomes.

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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q101-Q106):

NEW QUESTION # 101

Universal Containers (UC) uses Sales Cloud, Service Cloud, and Experience Cloud. The implementation was completed 5+ years ago, and Service Cloud users are now expressing dissatisfaction with system performance. A custom Visualforce page was developed to show relevant data to Experience Cloud users. The same page is used by the Support team but displays more information based on their profile. UC has a small internal Support team for Salesforce that periodically enables new features in production.

Which best practice should the Solution Architect recommend to avoid these types of issues in the future?

- A. Assess the level of technical debt and test new features with the Product team in a Developer sandbox.
- B. Assess the level of technical debt and test new features in a sandbox before enabling in production.
- C. Assess the level of data quality and test new features with a subset of users in production before enabling all users.
- **D. Assess the level of data quality and test new features with a pilot before enabling for all users.**

Answer: D

NEW QUESTION # 102

Recently, Universal Containers (UC) successfully launched a multi-cloud B2B implementation with Sales Cloud, Service Cloud, Experience Cloud, and B2B Commerce. As the Sales and Service Cloud development was performed by separate teams, UC created Process Builder automation for the Account object in separate Process Builder processes. As customers go through the sales process within Sales Cloud, the data on their customer account record is updated. As those same customers make purchases within B2B Commerce, the data on their customer account record is updated as well.

What are two reasons why a Solution Architect should recommend uniting these into a single Process Builder process?

Choose 2 answers

- **A. Moving them into a single Process Builder process provides control over the order of the updates and actions triggered on the Account object.**
- **B. Moving them into a single Process Builder process helps to reduce the number of queries and avoid hitting limits on the Account object.**
- C. Moving one of the Process Builders into a flow will remove all automation conflicts on the Account object.
- D. Moving them into a single Process Builder is the only way to ensure a naming convention is followed on the Account object.

Answer: A,B

NEW QUESTION # 103

AW Heat & Cooling is a mid-sized manufacturing company that sells special purpose heating and cooling solutions. Sales have declined significantly, and analysis shows that customers are leaving due to long turnaround times for quotes, lack of flexibility, and confused salespeople that do not understand their customers and do not collaborate with each other. The company wants to streamline and improve the customer experience from end to end, including new communication channels and digital self-service

offerings.

How should the Solution Architect arrange the roadmap to implement the company's stated priorities?

- A. Start with Service Cloud and Revenue Cloud, followed by Experience Cloud and, later, Sales Cloud.
- B. Develop a comprehensive solution that includes Sales Cloud, Revenue Cloud, Service Cloud, and Experience Cloud as a basic version from the start.
- **C. Start with Sales Cloud and Revenue Cloud, followed by Service Cloud and, later, Experience Cloud.**
- D. Fast-track Service Cloud followed by Sales Cloud, Revenue Cloud, and, later, Experience Cloud.

Answer: C

Explanation:

Starting with Sales Cloud and Revenue Cloud allows AW Heat & Cooling to immediately address the core issues affecting sales performance and quote turnaround times. Sales Cloud facilitates improved sales processes and customer management, while Revenue Cloud (including CPQ) streamlines the quoting and pricing processes, directly addressing the needs for flexibility and efficiency in sales. Subsequent implementation of Service Cloud will enhance customer service capabilities, and finally, integrating Experience Cloud will enable the development of digital self-service portals and new communication channels. This phased approach aligns with Salesforce's recommendations for prioritizing core sales and service functionalities before expanding to broader customer engagement and digital experience solutions.

NEW QUESTION # 104

UC Foods, a global manufacturing organisation, builds and sells a variety of food processing equipment on its B2B Commerce site. Customers often tailor their equipment by selecting from several product variants. Depending on the options selected, an order will sometimes require manual intervention by a sales person to determine the price for the customized piece of equipment. Once the machines have been purchased, each machine comes with a 1-year warranty, which entitles the customer to quarterly visits to inspect and perform maintenance on the machines to keep them in proper working order. How can a Solution Architect use a multi-cloud solution to address the needs of the organization to efficiently support the selling of equipment and planning of quarterly visits for the machines?

- A. Use a third-party plugin configurator to support the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Field Service Maintenance Plans.
- B. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then automatically create a case when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.
- **C. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Field Service Maintenance Plans.**
- D. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.

Answer: C

NEW QUESTION # 105

Northern Trail Outfitters (NTO) has a requirement to implement an Experience Cloud solution to allow its partners to log and view cases they have submitted, as well as track their opportunities. As part of the solution, NTO wants to be able to create dashboards that its partners can view within the community.

Which Experience Cloud license should the Solution Architect recommend?

- A. Sales Cloud license
- **B. Partner Community license**
- C. Customer Community Plus license
- D. Service Cloud license

Answer: B

Explanation:

The Solution Architect should recommend a Partner Community license for this requirement. This license is designed for external partners and allows them to access and interact with Salesforce data and features, including submitting and viewing cases and tracking opportunities. Additionally, the Partner Community license includes the ability to create and view dashboards within the community.

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