

B2B-Solution-Architect practice test questions, answers, explanations



B2B Solution Architect Practice Test

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Salesforce B2B-Solution-Architect (Salesforce Certified B2B Solution Architect) Exam is a certification program designed to test the skills and knowledge of professionals who specialize in Salesforce's B2B (business-to-business) solution architecture. Salesforce Certified B2B Solution Architect Exam certification program is intended for individuals who have already gained experience in the Salesforce ecosystem and are looking to advance their careers as B2B solution architects.

Salesforce Certified B2B Solution Architect certification is a comprehensive program that focuses on the design, implementation, and deployment of B2B solutions on the Salesforce platform. Salesforce Certified B2B Solution Architect Exam certification covers a wide range of topics, including B2B architecture, data modeling, security, integration, and user experience. Salesforce Certified B2B Solution Architect Exam certification exam consists of multiple-choice questions, and candidates must pass the exam to earn the certification.

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 (Q77-Q82):

NEW QUESTION # 77

Universal Containers (UC) acquired two companies. As part of its transformation and consolidation program, UC needs to bring all of its disparate partner strategies together and see what can be combined across all of its indirect sales channels. Each company currently has its own Salesforce environment utilizing Sales Cloud and Experience Cloud for Partners. Each company also follows its own unique business processes for partners.

However, UC has recently developed a new vision and journey focused on a single indirect channel with a single Salesforce environment aligned to its corporate strategy.

Given UC's new journey for engaging its indirect channel, what are the next two steps the Solution Architect should recommend? Choose 2 answers

- A. Identify the need for multiple PartnerCommunities by Indirect Sales Channel with branding and content specific to each channel.
- B. Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell-with model within the new Partner Communities.
- C. Completely unify all the channel strategies under the acquiring company's brand and strategy.
- D. Tell the stakeholders to focus on having a single Partner Community across all channels with a singular branding.

Answer: B,C

Explanation:

To align the partner strategies of the acquired companies with UC's new vision for a single indirect channel, the Solution Architect should recommend:

- * A. Completely unify all the channel strategies under the acquiring company's brand and strategy. This ensures a cohesive approach and aligns with the goal of a unified partner strategy.
- * C. Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell-with model within the new Partner Communities. This facilitates collaboration between direct and indirect sales channels, leveraging the strengths of both to drive sales in the unified environment.

References to these strategies can be found in Salesforce's best practices for managing partner relationships and communities, as detailed in Salesforce Partner Community documentation.

NEW QUESTION # 78

Northern Trail Outfitters (NTO) has a large product catalog containing about 1 million products mastered inside an external PIH system. In its first Salesforce implementation, NTO implemented Salesforce CPQ as its main tool of... to configure and quote, in conjunction with a nightly batch integration from its PIM to bring over all products, with pricing also being maintained inside of CPQ. As part of its new fiscal year initiative, NTO would like to introduce a digital sales channel to its customers to allow for a traditional ecommerce self-service experience, and has decided to use its own custom-built solution as a way to accomplish this. One of the main requirements for this custom ecommerce solution is that it must integrate into CPQ in order to present the same entitlements for pre-negotiated contracts that were created in CPQ.

Which two suggestions should a Solution Architect recommend as a starting point to meet NTO's need of effectively integrating both

applications together?

Choose 2 answers

- A. Harmonise the Pricing and Product structure of the custom ecommerce tool and CPQ to enable a streamlined integration.
- B. Recommend an ETL tool to synchronize all product data between Salesforce CPQ, PIM, and the custom ecommerce tool.
- C. Implement an external master Pricing database that can be shared by both ecommerce and CPQ.
- D. Use MuteSoft to streamline the peering and product integration between the PIM, ecommerce, and CPQ.

Answer: A,D

NEW QUESTION # 79

AC Computers has decided to extend its existing Sales Cloud solution by implementing Service Cloud and Marketing Cloud Account Engagement. AC Computers has defined two different work streams for Service Cloud and Marketing Cloud Account Engagement and wants each workstream to work iteratively in separate sandboxes and migrate to a single sandbox for UAT and integration testing. With the multiple workstreams, AC Computers needs a more rigorous change management process and an audit process.

Which two options should AC Computers consider to support both implementation workstreams?

Choose 2 answers

- A. Use scratch orgs and continuous deployment tools to merge the workstream builds.
- B. Use a version control system and CLI-based deployment tools to merge the workstream builds.
- C. Use multiple development sandboxes and merge the workstream builds using change sets.
- D. Use package-based deployments and scratch orgs to merge the workstream builds.

Answer: A,B

NEW QUESTION # 80

Universal Containers (UC) has a multi-cloud environment that includes Sales Cloud, Service Cloud, and CPQ. The environment supports multiple languages via the translation workbench. As part of a roadmap, UC is implementing B2B Commerce. As part of this project, there is a requirement to translate data stored within the Name and Description fields on the Product and Product Category objects.

What should a Solution Architect recommend to achieve this?

- A. Enable Data translation for 626 Commerce.
- B. Add custom field with translations
- C. Enable Translation Workbench.
- D. Done data records and translate.

Answer: A

NEW QUESTION # 81

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 # 82

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