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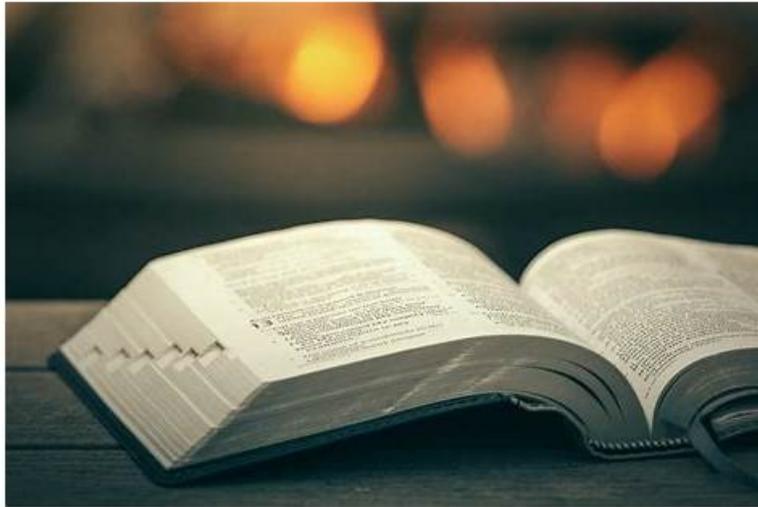
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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q52-Q57):

NEW QUESTION # 52
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. Recommend AppExchange solutions that provide capabilities around data archiving to the CIO.
- B. Propose Skinny Tables to the CIO before doing anything else.
- C. Understand the organization's regulatory requirements around right to retain or delete data.
- D. 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.

Answer: B,C

NEW QUESTION # 53
Universal Containers (UC) is looking to implement a CPQ + 626 Commerce multi-cloud solution and use the CPQ 626 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.

Answer: A,C

NEW QUESTION # 54
Universal Containers uses an ERP as system of record (SOR) for its product data, and Sales Cloud and Revenue Cloud for its sales dat a. TheProduct data must be synced with Salesforce so that sales representatives can add the products to their Opportunities and Quotes. As Products are deactivated within the ERP, they should no longer be available. Since Sales Cloud is the SOR for Opportunities and Revenue Cloud is the SOR for Quotes, the Solution Architect has been asked to come up with an archiving strategy that preserves Opportunity and Quote data related to these deactivated products m Salesforce for historical reference.
What should a Solution Architect recommend to manage the deactivation of the Products and archiving of the Saks data?

- A. Remove the Product from active Opportunities and Quotes. Archive the Opportunity and Quote data in a third-parry system and bring back into Salesforce as External Objects.
- B. Delete the Product in Salesforce once it is deactivated in the ERP. Archive the Opportunity and Quote data m a third-party system and bring back into Salesforce as External Objects.
- C. Deactivate the Product in Salesforce once it is deactivated m the ERP. Mark the Opportunity and Quote data in Salesforce as inactive so they do not show up in reporting.
- D. Deactivate the Product m Salesforce once it is deactivated m the ERP. Archive the Opportunity and Quote data in a third-party system and bring back into Salesforce as External Objects.

Answer: C

Explanation:
Deactivating products in Salesforce aligns with the ERP's status, maintaining data integrity without losing historical data. Marking related Opportunity and Quote data as inactive preserves historical records for reference without affecting active reporting, ensuring compliance with data retention policies and supporting accurate data analysis and decision-making.

NEW QUESTION # 55
Universal Containers (UC) wants to ensure its field technicians are interacting with customers in a professional manner. The sales department already uses a third-party survey tool.
Which action should a Solution Architect recommend for UC to enab4e service managers to track customer satisfaction based on the technician and the job?

- A. Use the existing survey tool by integrating the responses to Case number and User record.
- B. Use the existing survey tool by integrating the responses to the Service Appointmentand Service Resource record.
- C. Build a Salesforce Survey to send out after each service appointment and integrate that data with the third-party survey tool.
- D. Select an AppExchange app that sends a survey to each customer after a work order is completed.

Answer: B

Explanation:
Integrating the existing third-party survey tool with Salesforce, specifically linking survey responses to Service Appointment and Service Resource records, enables UC to track customer satisfaction effectively.
This approach leverages the existing survey infrastructure, minimizes disruption, and provides a direct correlation between technician performance and customer feedback. It aligns with Salesforce's capabilities for integrating external data and utilizing it within the CRM to enhance service management and improve customer satisfaction insights.

NEW QUESTION # 56
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. Enable Translation Workbench.
- C. Done data records and translate.
- D. Add custom field with translations

Answer: A

NEW QUESTION # 57
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