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Salesforce Certified B2B Solution Architect

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Salesforce Certified B2B Solution Architect Sample Questions (Q80-Q85):

NEW QUESTION # 80

Universal Containers (UC) is selling containers globally via distributors and is experiencing significant double-digit growth year-over-year. UC uses a centralized ERP system that holds the financial information of the distributors. The ERP system is siloed but offers connectivity via APIs. The account managers need to reference the financial information stored in the ERP while approving an order of a distributor inside Salesforce. The financial information of a distributor may change ad-hoc during the day in the ERP system and account managers need the latest data in front of them.

What should a Solution Architect recommend while designing an integrated, scalable solution to meet UC's needs?

- A. Schedule a MuleSoft batch job to retrieve financial information from the ERP every night and store it inside Salesforce for quick access.
- B. Use Change Data Capture to update the changes on the financial information inside Salesforce in near-real time.
- C. Use the scheduled data loader to extract the financial information every night from the ERP and save it inside Salesforce.
- D. Retrieve the financial information on-demand from the ERP via API and display the information as read-only using a lightning component.

Answer: D

Explanation:

- * Salesforce integration patterns are strategies for common integration scenarios between Salesforce and other systems¹.
- * The five most common Salesforce integration patterns are: Migration, Broadcast, Aggregation, Bi-directional synchronization, Correlation^{2,3}.
- * The financial information of a distributor is an example of data virtualization, which is a type of correlation pattern⁴.
- * Data virtualization involves retrieving data on-demand from a remote system via API and displaying it as read-only using a lightning component⁴.

NEW QUESTION # 81

Universal Containers (UC) has gone through the design phase of its large initiative involving multiple Salesforce clouds and is about to go into the build phase. The CIO would prefer to create an internal Center of Excellence (CoE) to implement the solution versus make a third-party organization responsible for the entire build given that they have the talent internally to support the initiative.

Which two recommendations should a Solution Architect make toward creating a CoC?

Choose 2 answers

- A. Knowledge of the solution will stay within the organization.
- B. All development decisions will be made by internal resources.
- C. Documentation around the solution will not be a concern.
- D. It will be much more cost effective to create a CoE.

Answer: A,B

Explanation:

A Salesforce Center of Excellence (COE) is a centralized division within your company that oversees and manages all aspects of the Salesforce instance, including projects, maintenance, and support^{1,2}. A COE acts as a central governing body for the entire organization and funnels all decision making and product ownership through a single group². By creating a COE, you can ensure that all development decisions will be made by internal resources who have direct relationships with stakeholders throughout the company^{1,2}.

Another benefit of creating a COE is that knowledge of the solution will stay within the organization³. A COE provides leadership, best practices, research, support and training for Salesforce³. By having an internal team that is responsible for implementing and maintaining the solution, you can avoid relying on external vendors or consultants who may not have your best interests at heart or who may leave after the project is done⁴.

NEW QUESTION # 82

Universal Containers (UC) has a multi-cloud implementation in place covering Service Cloud and Experience Cloud. As part of

UC's support process, service agents often need to search across an external ERP that hosts the order information of its customers. They would like to see their ERP data in Salesforce but IT is weary of duplicating data across systems. Which integration mechanism should achieve this with standard capabilities?

- A. Bulk Rest API
- B. Change Data Capture
- C. Salesforce Connect
- D. SOAP API

Answer: C

Explanation:

According to an online document¹, Salesforce Connect is a standard integration mechanism that allows you to view, search, and modify data that's stored outside your Salesforce org. With Salesforce Connect, you can access data from external ERP systems in real time without copying or synchronizing it.

https://www.salesforce.com/content/dam/web/en_us/www/documents/platform/External-ERP-Integration-with-Salesforce.pdf

Salesforce Connect is the optimal choice for integrating Salesforce with an external ERP system without duplicating data. Salesforce Connect allows real-time access to external data sources, presenting them within Salesforce as external objects that look and behave much like standard Salesforce objects but without storing the data in Salesforce. This approach addresses IT's concern about data duplication and enables service agents to view ERP data directly in Salesforce.

References to Salesforce Connect's capabilities and use cases are available in the Salesforce Developer Guide and Salesforce Help documentation, which detail how Salesforce Connect can be used for real-time integration with external systems.

NEW QUESTION # 83

AC Computers is getting ready to go live with automated subscription invoicing using Sales Cloud and Revenue Cloud. AC Computers' primary goal is to retire its homegrown system used for manual invoicing and migrate any outstanding bookings. The company wants to make sure there is little disruption to a customer's current invoicing schedule when it goes live with Salesforce Billing and retires the existing system.

Which three recommendations should a Solution Architect make to reduce customer impact?

Choose 3 answers

- A. Compare invoices as produced in both systems to ensure customer invoices are as expected.
- B. Create a release and change management process to incorporate feedback and fix issues.
- C. Provide training and enablement for end users and admins prior to go live.
- D. Utilize the standard user adoption reports and dashboards to track invoice data.
- E. Migrate all historical payment methods from the homegrown system.

Answer: A,C,E

Explanation:

To minimize disruption during the transition to Salesforce Billing, migrating historical payment methods ensures continuity in payment processes and customer convenience. Providing comprehensive training and enablement for end users and admins is crucial for smooth adoption and effective use of the new system.

Comparing invoices from both systems helps verify accuracy and consistency, ensuring that customers receive correct billing information, thus maintaining trust and satisfaction. These steps are in line with Salesforce's best practices for system migration and adoption, emphasizing the importance of data integrity, user preparedness, and continuity in customer-facing processes during system transitions.

NEW QUESTION # 84

Universal Containers (UC) has acquired four companies and is looking to manage revenue across all mergers' territories seamlessly. UC wants to drive major business decision and selling strategies based on an efficient, complete, real-time view of team forecasts across territories from Salesforce. A sales user can be part of multiple territories and is usually working on multiple opportunities at a time.

Which technical consideration should a Solution Architect make when designing collaborative forecasting?

- A. Archiving a territory model does not impact forecasts, quotas, and adjustments for all territories in the model.
- B. Important details should be tracked at the opportunity line level.
- C. Forecast category names can be customized by submitting a Salesforce Support case.
- D. If the sales user has many territories assigned to them, it can impact the performance of the forecast.

Answer: D

Explanation:

In designing collaborative forecasting, especially in a complex organization like UC with multiple acquisitions and territories, it's crucial to consider the system's performance. When a sales user is assigned to multiple territories, and they work on numerous opportunities, it can significantly impact the system's ability to generate accurate and timely forecasts. Salesforce's own documentation on collaborative forecasting emphasizes the need to carefully manage territory assignments and forecast calculations to maintain system performance and forecast accuracy.

References to these considerations can be found in Salesforce's Release Notes and Administrator Guide, where Salesforce discusses best practices for managing territories and forecasts in complex sales environments.

https://help.salesforce.com/s/articleView?id=000199046&language=en_US&type=1

NEW QUESTION # 85

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