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## Salesforce Certified B2B Solution Architect Sample Questions (Q88-Q93):

### NEW QUESTION # 88

Northern Trail Outfitters (NTO) is running a multi-cloud Salesforce implementation with lots of process integration between the clouds and other systems. During the project, NTO faces many challenges including a lack of agility and business value alignment, as well as silo-thinking. After trying different approaches, NTO begins to use Agile and is successful. The project manager now wonders what the recommended operating model would look like.

What should be a Solution Architect's first recommendation?

- A. NTO should set up an Operations team within IT to ensure proper management of the integrations going forward.
- B. NTO should set up a model of continuous backlog with teams aligned to the different clouds to drive efficiency and team collaboration.
- C. NTO should set up a model of continuous backlog with teams aligned to the different products (capabilities) to improve efficiency.
- D. NTO should establish a Scaled Agile Center of Excellence to continuously improve agility and time to market.

**Answer: D**

Explanation:

A Scaled Agile Center of Excellence (LACE) is a small team of people dedicated to implementing the SAFe Lean-Agile way of working<sup>1</sup>. A LACE can be used to gather information, lead change, share best practices, and keep people on the same page as the organization moves forward<sup>2</sup>. A LACE is a cornerstone of successful transformations because it encourages continuity and manages expectations<sup>3</sup>.

By establishing a LACE, NTO can leverage the benefits of agile at scale, such as faster delivery, higher quality, lower costs, and happier customers<sup>31</sup>. A LACE can also help NTO overcome the challenges of silo-thinking and lack of alignment by fostering collaboration and communication across different teams and systems<sup>21</sup>.

#### NEW QUESTION # 89

Universal Containers (UC) is about to implement Sales Cloud, Service Cloud, and Revenue Cloud within its newly created Salesforce environment. But before UC begins, the CIO would like to understand the options for creating and migrating changes within Salesforce. UC is about to use a sandbox for the initial build and will deploy customisation up to the production environment. UC has decided to build packages of metadata to silo the functionality between the three clouds it is implementing for.

What are two key considerations a Solution Architect should keep in mind when recommending packaging?

Choose 2 answers

- A. Only utilize one functional automation tool (Flow, Workflow Rules, Process Builder) per object.
- B. It is impossible to track source control with package development; either the org owns the source or a source control does, but never both.
- C. Design the package as modular, loosely coupled units of metadata rather than large chunks of an org.
- D. Clouds like Revenue Cloud have their own packages so it is easy to work with them because their automation is limited.

**Answer: A,C**

Explanation:

Modular packaging (A) promotes flexibility, scalability, and ease of maintenance, allowing for targeted deployments and updates. Limiting to one automation tool per object (B) simplifies design, reduces conflicts, and enhances maintainability, ensuring a more streamlined and efficient development and deployment process across Salesforce Clouds.

#### NEW QUESTION # 90

GG3 has gone live with a B2B multi-cloud solution and plans to add more functionality over time. The company has a team of system administrators who each focus on a specific cloud and area of functionality.

GG3 has decided to use an Org-Based deployment approach. It wants to protect the investment made and set the team up for success in the future.

What should a Solution Architect recommend as a best practice to put checks in place for decisions on changes moving forward?

- A. Budget for a Governance and Monitoring structure that includes a communications plan and project methodology for the following year.
- B. Engage a third-party company to manage all governance and represent as the Steering Committee.
- C. Set up a Governance and Monitoring structure that includes a Steering Committee, a Center of Excellence, and a Data governance council.
- D. Engage Salesforce services to manage all governance and represent as the Steering Committee.

**Answer: C**

Explanation:

Establishing a robust Governance and Monitoring structure is essential for sustaining the long-term success of a Salesforce implementation. A Steering Committee provides strategic oversight and decision-making, ensuring that the project remains aligned with business objectives. A Center of Excellence (CoE) fosters best practices, innovation, and continuous improvement across all Salesforce clouds and functionalities. A Data Governance Council ensures data quality, security, and compliance. This comprehensive governance framework supports effective change management, promotes cross-functional collaboration, and ensures that the Salesforce ecosystem evolves in a controlled and strategic manner, consistent with Salesforce's recommendations for maintaining a healthy and effective Salesforce environment.

#### NEW QUESTION # 91

What should a Solution Architect do to ensure that all requirements for a multi-cloud implementation are captured during discovery sessions so that project stakeholders are aligned with the project team on deliverables?

- A. Define and document the business value map with project stakeholders to capture the value provided by the implementation.
- B. Define and document the user journey map with project stakeholders to capture the customer interactions at all touchpoints.
- C. Develop and present the business case to all project stakeholders before beginning the solution design and development phase.
- **D. Develop and present the project scope itemized within the requirements document to all project stakeholders before beginning the solution design and development phase.**

**Answer: D**

Explanation:

Ensuring alignment between project stakeholders and the project team is critical for the success of a multi- cloud implementation. By developing and presenting a detailed project scope, outlined in the requirements document, a Solution Architect can clarify expectations and deliverables, fostering a shared understanding of project goals, timelines, and success criteria. This approach helps in managing stakeholder expectations and ensures that all requirements are captured and agreed upon before moving forward with solution design and development. This practice aligns with Salesforce's recommendations for effective project management and stakeholder engagement, ensuring that all parties are aligned and committed to the project's objectives and outcomes.

### NEW QUESTION # 92

The business model of Universal Containers (UC) puts a strong emphasis on indirect sales and service processes. UC's customers are primarily distributors, resellers, and service providers who either sell or service products independently, or collaborate with UC on joint opportunities and cases. In the past, collaboration was primarily driven through email but UC wants to bring both service and sales collaboration onto one consolidated platform.

Which solution should a Solution Architect recommend to create better collaboration and visibility for UC employees, resellers, and service partners?

- **A. Grant access to resellers and partners by providing Partner Community licenses.**
- B. Grant access to resellers and partners by providing Sales Cloud licenses and Service Cloud licenses.
- C. Grant access to resellers and partners by providing Customer Community Plus licenses.
- D. Grant access to resellers and partners by providing Customer Community licenses.

**Answer: A**

Explanation:

This type of license allows external users to access standard Salesforce objects such as accounts, contacts, leads, opportunities, and cases. It also enables them to collaborate with UC employees and other partners on joint sales and service processes<sup>34</sup>.

### NEW QUESTION # 93

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