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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q75-Q80):

NEW QUESTION # 75
Fabulous Flowing has been using Salesforce for 10 years and is starting to notice performance issues. The company anticipates continued growth of 15% each year. It frequently refers to data that is within the past 12 months. Currently, there are 600,000 Cases. Fabulous Flooring realizes it needs to archive some of the data, however, would like it to remain m Salesforce. The leadership team meets for an in-depth strategy and planning session every 3 years and will need reporting on the archived dat a. The Solution Architect has recommended the use of Big Objects.
What are two considerations the Solution Architect should discuss with Fabulous Flooring?
Choose 2 answers

- A. Picklist fields will need to be loaded as Text fields into the big Object.
- B. The company will need to use Async SOQL to pull the data into a subject based on specific criteria, and build reports and dashboards for the strategy and planning session.
- C. Picklist fields will need to be marked as required for indexing in the Big Object
- D. The company will need to build reports and dashboards for the strategy and planning session based on specific criteria from the dg Object.

Answer: A,B

NEW QUESTION # 76
Universal Containers (UC) wants to implement a Salesforce multi-cloud solution that includes CPQ, B2B Commerce, and Sales Cloud. UC wants to use as much of Salesforce's core capabilities as possible for its cart-to-quote customer journey. The order fulfillment process is managed separately in a third-party ERP.
Which two considerations should a Solution Architect keep in mind when thinking about data flows?
Choose 2 answers

- A. All data points on products should be mapped and replicated between CPQ and B2B Commerce.
- B. Cart and Order record owners are mapped to Quote and Quote Line record owners.
- C. The source for the data feed to ERP is the CPQ Order object.
- D. Product and Pricing are set up with CPQ as the source of record.

Answer: A,D

NEW QUESTION # 77
After a Solution Architect presents the Salesforce User Attribute Chart, the project owner has some concerns and questions regarding the Role Hierarchy choices for the executive assistant who reports to all of the VPs. There are also questions about the ideal license given to the CEO who provides executive oversight and reviews the Executive Dashboard at the end of each accounting period. There are some restrictions on budget spend for overall licenses, and the user base is forecasted to continue to grow.
Which two explanations should the Solution Architect use to address the concerns and gain final acceptance?
Choose 2 answers

- A. The CEO should have a Platform Plus license given that the role is a consumer of information and should be at the top of the Role Hierarchy.
- B. The CEO should have a Sales Cloud license given that the role is a processor of information and should be at the top of the Role Hierarchy.
- C. The Role Hierarchy should mirror the organization chart. Therefore, sharing settings need to be put in place for the executive assistant given the need to have access to the data of all of the VPs being supported.
- D. Given that the executive assistant will need access to the data for all of the VPs being supported, the assistant should be placed higher up in the Role Hierarchy than the VPs.

Answer: A,D

NEW QUESTION # 78

Universal Containers (UC) is currently utilizing Sales Cloud and Revenue Cloud for its direct Sales team. UC would like to create an indirect Sales team with its vendors using Experience Cloud as the front end with the same kind of quoting functionality the direct Sales team uses within Revenue Cloud. However, UC wants to ensure that data from the internal direct Sales team is not visible to the external indirect Sales team in Experience Cloud.

What is the first configuration a Solution Architect should consider when implementing Experience Cloud in this scenario?

- A. Start creating Sharing Sets for Experience Cloud users to access Sales Cloud.
- B. Make internal organization-wide defaults Public Read Only to create external visibility.
- C. Add Indirect Sales Team to existing Direct Sales Team Role Hierarchy.
- D. Enable External Sharing Model to create external organization-wide defaults.

Answer: D

NEW QUESTION # 79

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

Answer: A,B,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 # 80

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