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Salesforce B2B-Solution-Architect certification exam is designed to assess the knowledge and skills of professionals who are looking to become certified B2B solution architects. B2B-Solution-Architect exam covers a wide range of topics, including B2B commerce architecture, Salesforce B2B commerce capabilities, B2B commerce implementation strategies, and more.

Salesforce Certified B2B Solution Architect Certification Exam is a challenging exam that tests a candidate's knowledge of Salesforce's B2B platform and their ability to design and implement solutions for complex B2B scenarios. B2B-Solution-Architect Exam covers a wide range of topics, including B2B data modeling, B2B sales and marketing automation, B2B customer service, and B2B analytics. Candidates must also demonstrate their ability to design and implement integrations with third-party systems.

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The Salesforce Certified B2B Solution Architect Exam certification exam focuses on several key areas, including B2B Commerce architecture, data modeling, integration, and security. Candidates will need to demonstrate their mastery of these concepts by passing a rigorous exam that covers a range of topics related to B2B Commerce.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q81-Q86):

NEW QUESTION # 81

A shipping and logistics company uses Sales Cloud, Service Cloud, and Marketing Cloud. It relies on Salesforce standard reports for its current KPIs. However, the company wants to see report trends and complex analytics. It also wants the reports to be visible to Salesforce users as well as non-Salesforce users.

Which recommendation should a solution Architect make to meet the company's needs?

- A. Standard Dashboards
- **B. CRM Analytics**
- C. Sales Cloud Einstein
- D. Reporting snapshots

Answer: B

Explanation:

CRM Analytics is a platform that provides advanced analytics and AI capabilities for Salesforce users. It allows users to create interactive dashboards and visualizations, explore data with natural language processing, and discover insights with predictive modeling.

<https://www.salesforce.com/products/crm-analytics/overview/>

CRM Analytics provides an enterprise-level, on-demand reporting solution that empowers users to access, analyze, and act upon critical business data in real-time. It includes pre-built dashboards, reporting tools, and data models to provide advanced analytics and insights. It can also be configured to allow non-Salesforce users to access the reports.

NEW QUESTION # 82

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. 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.
- B. Identify the need for multiple Partner Communities by Indirect Sales Channel with branding and content specific to each channel.
- **C. Tell the stakeholders to focus on having a single Partner Community across all channels with a singular branding.**
- **D. Completely unify all the channel strategies under the acquiring company's brand and strategy.**

Answer: C,D

NEW QUESTION # 83

Universal Containers has recently provided its call center team the ability to troubleshoot issues coming from its B2B Commerce

customers. Currently, the team utilizes Service Cloud and, specifically, the Service Console. The CIO's concern is now different: the experience will be as it relates to B2B Commerce for Visualforce versus what the team sees today within the Service Console. Which recommendation should the Solution Architect voice to the CIO to ensure higher adoption by the call center team?

- **A. Implement an embedded web view of B2B Commerce within the Service Console.**
- B. Implement Experience Cloud login as user so that call center agents can log in as the buyer within B2B Commerce and see their cart.
- C. Implement the CSR flow so that call center agents can log in as the buyer within B2B Commerce and see their cart.
- D. Provide access to B2B Commerce data within the Service Console so they can see the cart.

Answer: A

Explanation:

The Solution Architect should recommend implementing an embedded web view of B2B Commerce within the Service Console, or providing access to B2B Commerce data within the Service Console so that call center agents can see the cart. This will allow the call center team to access the same information they are used to seeing in the Service Console, while still providing access to B2B Commerce data. Additionally, they could also implement the CSR flow so that call center agents can log in as the buyer within B2B Commerce and see their cart. Implementing Experience Cloud login as user is not necessary for this purpose.

This option would allow the call center team to see what the B2B Commerce customers see on their storefronts without leaving the Service Console. This would enhance their experience and efficiency when troubleshooting issues.

According to Salesforce documentation², B2B Commerce for Visualforce is a set of Visualforce pages and components that can be integrated with your Experience Cloud site. You can also customize these pages and components to suit your business needs.

NEW QUESTION # 84

During a go-live planning session, the business sponsor expressed some concerns related to achieving high adoption of the solution. Which two recommendations should a Solution Architect provide that can achieve higher adoption rates for a Salesforce multi-cloud implementation?

Choose 2 answers

- **A. Suggest continuous training methods such as Trailhead, in-app guidance, or embedded videos so end users feel supported using the solution.**
- B. Create a feedback loop to give end users the ability to share ideas on how to improve the solution and report bugs.
- **C. Create recurring office hours for end users to call in to speak directly with the Solution Architect.**
- D. Suggest that the executive team tie performance metrics to Salesforce usage.

Answer: A,C

NEW QUESTION # 85

AW Heat & Cooling is a mid-sized manufacturing company that sells special purpose heating and cooling solutions. Sales have declined significantly, and analysis shows that customers are leaving due to long turnaround times for quotes, lack of flexibility, and confused salespeople that do not understand their customers and do not collaborate with each other. The company wants to streamline and improve the customer experience from end to end, including new communication channels and digital self-service offerings.

How should the Solution Architect arrange the roadmap to implement the company's stated priorities?

- A. Develop a comprehensive solution that includes Sales Cloud, Revenue Cloud, Service Cloud, and Experience Cloud as a basic version from the start.
- **B. Fast-track Service Cloud followed by Sales Cloud, Revenue Cloud, and, later, Experience Cloud.**
- C. Start with Service Cloud and Revenue Cloud, followed by Experience Cloud and, later, Sales Cloud.
- D. Start with Sales Cloud and Revenue Cloud, followed by Service Cloud and, later, Experience Cloud.

Answer: B

Explanation:

Fast-track Service Cloud followed by Sales Cloud, Revenue Cloud, and, later, Experience Cloud. Service Cloud should be implemented first in order to quickly improve the customer experience. This should be followed by Sales Cloud and Revenue Cloud, which will allow the company to better manage customer relationships and revenue. Finally, Experience Cloud should be implemented to provide additional channels of communication and digital self-service offerings.

<https://admin.salesforce.com/blog/2021/new-ideas-on-the-product-roadmap-admins-will-love>

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