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B2B Solution Architect Practice Test

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Salesforce Certified B2B Solution Architect certification exam covers a range of topics that are essential for designing and implementing successful B2B solutions on the Salesforce platform. These topics include understanding B2B architecture, designing data models, securing B2B solutions, integrating with external systems, and optimizing performance.

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We are glad to introduce the B2B-Solution-Architect study materials from our company to you. We believe our study materials will be very useful and helpful for all people who are going to prepare for the B2B-Solution-Architect exam. There are a lot of excellent experts and professors in our company. In the past years, these experts and professors have tried their best to design the B2B-Solution-Architect Study Materials for all customers.

Salesforce Certified B2B Solution Architect exam is a comprehensive exam that covers a wide range of topics related to the Salesforce B2B Commerce platform. B2B-Solution-Architect exam consists of multiple-choice questions and is designed to test an individual's knowledge in areas such as product and pricing management, order and inventory management, and customer and partner management. B2B-Solution-Architect Exam also covers topics such as data modeling, integrations, and security. Individuals who pass the exam will be recognized as experts in the field of B2B Commerce and will be able to help organizations design and implement effective solutions using the Salesforce platform.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q61-Q66):

NEW QUESTION # 61

Northern Trail Outfitters (NTO) has around 500,000 active customers stored in the Account object. NTO gets an average of two orders per customer each month from both internal and online sales channels. NTO is expecting growth of 15% year-over-year (YoY). Various NTO users have recently started complaining about slower performances while accessing order information or running reports. NTO customers are also seeing slower responses while accessing their order history on B2B Commerce. Which two options should a Solution Architect consider to improve performance? Choose 2 answers

- A. Create a custom component to display all order information.
- **B. Develop an archiving strategy around order records from Salesforce based on a criteria that works with customer.**
- **C. Use external objects instead of standard B2B Commerce Order object.**
- D. Enable reporting snapshots to store summarised information.

Answer: B,C

Explanation:

To address performance issues at Northern Trail Outfitters, developing an archiving strategy for older order records can significantly improve system responsiveness by reducing the volume of data actively queried and processed. Additionally, leveraging external objects to manage order data, especially for historical or less frequently accessed records, can further alleviate the load on Salesforce's core databases, improving performance for both internal users and B2B Commerce customers.

NEW QUESTION # 62

A Solution Architect is presenting a design for the Phase 1 rollout of a B2B multi-cloud solution that includes CPQ and B2B Commerce using the CPQ B2B Commerce Connector. During the presentation, business stakeholders push back on some of the key design aspects. The business is keen to have the product images and SCO data pushed back to CPQ from B2B Commerce, which is not incorporated in the current design.

Further, the business wants the Solution Architect to find a way to map discounts and promotions in B2B Commerce to CPQ pricing and add that to the Phase 1 deliverables.

Which two responses should a Solution Architect present to the stakeholder s?

Choose 2 answers

- A. There are significant differences in the discounting models and options between B2B Commerce and CPQ, and for that reason, it is better to handle them separately, without syncing to CPQ.
- B. Product Images and SCO data are B2B Commerce specific metadata. It is recommended to keep them only in B2B Commerce, and not push to CPQ.
- **C. Map the product images from B2B Commerce to CPQ, by passing the URL of the image file from CC Product to Product2 object. SEO data sync will require additional customization and it is recommended for Phase 2.**
- **D. Map the discounts and promotions to Additional Discounts field on the quote Int. However, we would need to ensure that the price rules do not run for quotes originated from B2B Commerce unless there is a specific business need.**

Answer: C,D

Explanation:

https://help.salesforce.com/s/articleView?id=sf.icx_b2b_cart_to_quote_connector.htm&language=en_US&type=5

Addressing stakeholder feedback on syncing product images and SEO data from B2B Commerce to CPQ, and aligning discounts and promotions, involves a balanced approach. Mapping product images by passing the URL from B2B Commerce to CPQ ensures that product visual representation is consistent across platforms.

Considering the complexity of syncing SEO data, it is pragmatic to plan this for a subsequent phase, allowing for proper customization and integration work. For discounts and promotions, mapping them to the Additional Discounts field on the quote line in CPQ is feasible, but it's crucial to manage the execution of price rules carefully to maintain pricing integrity. This approach aligns with best practices for integrating B2B Commerce and CPQ, ensuring a cohesive and functional solution that meets business requirements while managing technical complexities and scope.

NEW QUESTION # 63

Universal Containers (UC) is implementing a Salesforce B2B multi-cloud project with large volumes of data and daily transactions from multiple third-party systems via multiple integrations. UC is looking at transactions of more than 1 million records a week and, in higher seasons, 10 million records a week. UC has made the decision to get a full copy sandbox to use to test all of its third-party integrations across its multiple clouds. UC has also invested in MuleSoft and the Anypoint Platform as the single enterprise service bus for all of the third-party data going into Salesforce.

Which type of performance testing should a Solution Architect recommend for testing data at scale on this project?

- A. Perform API load test against the partial copy sandbox before go live.
- **B. Perform API load test against the full copy sandbox before go live.**
- C. Perform page load testing against production after go live.
- D. Perform unit testing against the full copy sandbox codebase before go live in production.

Answer: B

Explanation:

There are different types of performance testing, such as load testing, stress testing, endurance testing, and spike testing. Each type has a different purpose and goal.

the best type of performance testing is API load test against the full copy sandbox before go live. This type of test can help you evaluate how well your integrations handle high volumes of data and transactions from multiple sources. It can also help you validate the functionality and performance of your MuleSoft Anypoint Platform.

To perform an API load test, you need to create a test plan that defines the test scenarios, test data, test tools, and test metrics. You also need to submit a request for performance testing to Salesforce2 and follow their guidelines and best practices.

A full copy sandbox is a good environment for API load test because it has the same data and metadata as your production org3. This can help you simulate realistic conditions and avoid data skew issues.

When dealing with large volumes of data and multiple integrations, it is important to perform load testing to ensure that the system can handle the expected load. An API load test against the full copy sandbox will simulate the expected load and help identify any performance bottlenecks before the system goes live in production. This type of testing should be performed prior to go live to ensure that the system can handle the expected load and provide a good user experience.

NEW QUESTION # 64

Universal Containers is in the process of implementing a CPQ and B2B Commerce solution. The Technology team has completed the development for the current sprint and is demonstrating the functionalities to the business stakeholders during their sprint demo. While demonstrating products and pricing, and Sync between B2B and CPQ when requesting a quote, the stakeholders make a new request to include tiered pricing and map it to discount schedules on CPQ.

Which approach should a Solution Architect recommend while addressing the feedback from the stakeholders?

- A. Convey that it is not recommended to include M the initial MVP, since an extension is needed on the CPQ B2B Commerce Connector for the new requirement.
- B. Include it as a user story and accommodate it in the same sprint, since this is a feasible requirement and the CPQ B2B Commerce Connector is already set up.
- C. Convey that this can be potentially picked up in the next sprint since the technical changes needed for this new user story are low effort.
- **D. Add the request as a new user story to the product backlog, and further schedule a meeting for prioritization and grooming.**

Answer: D

Explanation:

CPQ B2B Commerce Connector is a tool that synchronizes data from CPQ product and pricing objects to B2B Commerce objects¹.

CPQ uses discount schedules and B2B Commerce uses tiered pricing to handle volume-based pricing²³.

The connector does not support mapping tiered pricing to discount schedules out of the box²³.

The connector uses pricing from B2B Commerce to define the pricing on the generated quote lines by setting their Special Price fields⁴.

NEW QUESTION # 65

Universal Containers serves customers globally across two businesses. Each business has its own org for managing its sales and support operations. Each line of business also maintains its own reporting systems using both CRM Analytics and Salesforce reports, but the CEO is asking for a unique dashboard that includes the global opportunity pipeline with data from both orgs.

What should a Solution Architect propose?

- A. Use one org as primary and create external objects for the accounts and opportunities of the other one. Then, use standard reports.
- B. Use CRM Analytics in the primary org and then, in the dashboards, use Salesforce Connect to query the data from the other org.
- **C. Use CRM Analytics in the primary org and create a Salesforce External Connection. Then, create a dataflow to combine data from both orgs.**
- D. Use one org as primary and an ETL tool to synchronize the accounts and opportunities of the other org. Then, use standard reports.

Answer: C

NEW QUESTION # 66

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