

Salesforce B2B-Solution-Architect 시험대비 덤프 데모문 제다운, B2B-Solution-Architect 인기 자격증 덤프 공부 자 료



2025 Fast2test 최신 B2B-Solution-Architect PDF 버전 시험 문제집과 B2B-Solution-Architect 시험 문제 및 답변 무료 공
유: https://drive.google.com/open?id=1g-cELHzW6gxfH2FVh_AIGR8UTAj5pE4p

Fast2test에서 발췌한 Salesforce인증 B2B-Solution-Architect덤프는 전문적인 IT인사들이 연구정리한 최신버전
Salesforce인증 B2B-Solution-Architect시험에 대비한 공부자료입니다. Salesforce인증 B2B-Solution-Architect 덤프에 있
는 문제만 이해하고 공부하신다면Salesforce인증 B2B-Solution-Architect시험을 한방에 패스하여 자격증을 쉽게 취득
할 수 있을것입니다.

제일 간단한 방법으로 가장 어려운 문제를 해결해드리는것이Fast2test의 취지입니다.Salesforce인증 B2B-Solution-
Architect시험은 가장 어려운 문제이고Fast2test의Salesforce인증 B2B-Solution-Architect 덤프는 어려운 문제를 해결할
수 있는 제일 간단한 공부방법입니다. Fast2test의Salesforce인증 B2B-Solution-Architect 덤프로 시험준비를 하시면 아
무리 어려운Salesforce인증 B2B-Solution-Architect시험도 쉬워집니다.

>> Salesforce B2B-Solution-Architect시험대비 덤프 데모문제 다운 <<

B2B-Solution-Architect 시험대비 덤프 데모문제 다운 완벽한 덤프 공부 자료

Fast2test의 높은 적응율을 보장하는 최고품질의Salesforce B2B-Solution-Architect덤프는 최근Salesforce B2B-Solution-
Architect실제인증시험에 대비하여 제작된것으로 엘리트한 전문가들이 실제시험문제를 분석하여 답을 작성한 만큼
시험문제 적응율이 아주 높습니다. Fast2test의 Salesforce B2B-Solution-Architect 덤프는Salesforce B2B-Solution-Architect
시험을 패스하는데 가장 좋은 선택이기도 하고Salesforce B2B-Solution-Architect인증시험을 패스하기 위한 가장 힘이
되어드리는 자료입니다.

최신 Architect Exams B2B-Solution-Architect 무료 샘플문제 (Q92-Q97):

질문 # 92

A Solution Architect has gathered requirements from discovery with Northern Trail Hot Tubs below:

- * Northern Trail Hot Tubs sells through a B2B2C model with Dealers.
- * Northern Trail Hot Tubs tracks Dealer Opportunities in Salesforce, but wishes to have more insight into the sales process from its Dealers.
- * Dealers would like to be able to get custom Hot Tub pricing quickly from Northern Trail Hot Tubs without having to wait for configuration estimates to come back from Northern Trail Hot Tubs.
- * Northern Trail Hot Tubs supports its Dealers and Customers directly, and Dealers would like better insight into support that their Customers receive.

Which capabilities should a Solution Architect suggest to provide to Northern Trail Hot Tub Dealers?

- A. Experience Cloud and Service Cloud for Dealers to be able to request pricing through Cases and track Customer Cases
- B. Experience Cloud and Sales Cloud for Dealers to be able to create Opportunities and add Opportunity Products

- C. B2B Commerce for Dealers to get pricing and Service Cloud for Cases
- D. Experience Cloud and Revenue Cloud for Dealers to get Quotes and view Cases

정답: C

설명:

B2B Commerce is a solution that enables B2B buyers to purchase products online from a branded storefront. It can help Northern Trail Hot Tubs provide custom pricing and configuration options for their Hot Tubs without having to wait for estimates. It can also help them track and manage their orders and inventory¹.

Service Cloud is a solution that enables customer service agents to manage and resolve customer issues across multiple channels. It can help Northern Trail Hot Tubs support their Dealers and Customers directly and provide them with visibility into their case history and status². It can also help them leverage AI and automation to improve service efficiency and quality.

By integrating B2B Commerce and Service Cloud, Northern Trail Hot Tubs can create a seamless B2B2C experience that enhances customer satisfaction and loyalty³

질문 # 93

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

정답: C

설명:

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.

질문 # 94

Universal Containers (UC) is currently using Sales Cloud, Revenue Cloud, Experience Cloud, and B2B Commerce. B2B Commerce and Experience Cloud are used for UC's end customers while the direct Sales team sells with partners through Revenue Cloud. However, partners want to work digitally versus through email.

The direct Sales team has asked the CIO how they can expose their Revenue Cloud capabilities to their partners and vendors using Salesforce. The CIO knows they are currently using B2B Commerce for customers and is wondering if they can do something similar for partners by exposing CPQ capabilities in Experience Cloud for partners.

What are two questions a Solution Architect should ask when evaluating either B2B Commerce or CPQ for partners via Experience Cloud?

Choose 2 answers

- A. Does the direct Sales team co-sell with partners or sell to partners in this new channel model?
- B. Do partners need to do complex configurations or create their special pricing?
- C. What do we need to invest in order to build the channel and where does that investment come from?
- D. Will partners be using CPQ to sell to our customers that are utilizing our B2B Commerce tool today?

정답: B,D

질문 # 95

3D Scanners needs to apply a discount automatically on the Quote Line for Distributors while in the Quote Line Editor. The percentage discount applied depends on attributes of the Distributor Account and that of the specific Product. Sales users can add additional discounts; however, those will need to go through an approval process that allows for resubmitting to only those that previously rejected the additional discount.

Which two options should a Solution Architect recommend to meet the requirements while keeping the user experience in mind?
Choose 2 answers

- A. CPQ Plus license
- B. Flow
- C. Price Rules
- D. CPQ license

정답: A,C

질문 # 96

Universal Containers (UC) wants to ensure its field technicians are interacting with customers in a professional manner. The sales department already uses a third-party survey tool.

Which action should a Solution Architect recommend for UC to enable service managers to track customer satisfaction based on the technician and the job?

- A. Select an AppExchange app that sends a survey to each customer after a work order is completed.
- B. Use the existing survey tool by integrating the responses to Case number and User record.
- C. Build a Salesforce Survey to send out after each service appointment and integrate that data with the third-party survey tool.
- D. Use the existing survey tool by integrating the responses to the Service Appointment and Service Resource record.

정답: D

질문 # 97

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B2B-Solution-Architect인기자격증 덤프공부자료 : <https://kr.fast2test.com/B2B-Solution-Architect-premium-file.html>

IT업계에 몇십년간 종사한 전문가들의 경험과 노하우로 제작된Salesforce인증B2B-Solution-Architect덤프는 실제 시험문제에 대비하여 시험유형과 똑같은 유형의 문제가 포함되어있습니다.시험 불합격시 불합격성적표로 덤프비용 환불신청을 약속드리기에 아무런 우려없이 덤프를 구매하여 공부하시면 됩니다, 안심하시고Fast2test를 선택하게 하기 위하여, Fast2test에서는 이미Salesforce B2B-Solution-Architect인증시험의 일부 문제와 답을 사이트에 올려놨으니 체험해보실 수 있습니다, Salesforce B2B-Solution-Architect시험대비 덤프데모문제 다운 pdf버전은 인쇄가능하기에 출퇴근길에서도 공부가능하고 테스트엔진버전은 pc에서 작동가능한 프로그램이고 온라인버전은 pc외에 휴대폰에서도 작동가능합니다, Fast2test의 Salesforce인증 B2B-Solution-Architect시험덤프로 어려운 Salesforce인증 B2B-Solution-Architect시험을 쉽게 패스해보세요.

결제는 내가 준 카드로 해, 알았지, 많은 시간이 흘렀고 수많은 일들이 있었다, IT업계에 몇십년간 종사한 전문가들의 경험과 노하우로 제작된Salesforce인증B2B-Solution-Architect덤프는 실제 시험문제에 대비하여 시험유형과 똑같은 유형의 문제가 포함B2B-Solution-Architect되어있습니다.시험 불합격시 불합격성적표로 덤프비용환불신청을 약속드리기에 아무런 우려없이 덤프를 구매하여 공부하시면 됩니다.

B2B-Solution-Architect시험대비 덤프데모문제 다운 100% 시험패스 덤프 공부자료

안심하시고Fast2test를 선택하게 하기 위하여, Fast2test에서는 이미Salesforce B2B-Solution-Architect인증시험의 일부 문제와 답을 사이트에 올려놨으니 체험해보실 수 있습니다, pdf버전은 인쇄가능하기에 출퇴근길B2B-Solution-Architect인기자격증 덤프공부자료에서도 공부가능하고 테스트엔진버전은 pc에서 작동가능한 프로그램이고 온라인

인버전은 pc외에 휴대폰에서도 작동가능합니다.

Fast2test의 Salesforce인증 B2B-Solution-Architect시험덤프로 어려운 Salesforce인증 B2B-Solution-Architect시험을 쉽게
패스해보세요, B2B-Solution-Architect 덤프로 시험을 패스하여 자격증을 쉽게 취득해보지 않으실래요?

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