

Arch-301인증시험덤프 & Arch-301유효한시험덤프



그리고 ExamPassdump Arch-301 시험 문제집의 전체 버전을 클라우드 저장소에서 다운로드할 수 있습니다:
https://drive.google.com/open?id=1mRI-j38Ezau_Pv2bAf3Jn1O3zrIGKboA

멋진 IT전문가로 거듭나는 것이 꿈이랴구요? 국제적으로 승인받는 IT인증시험에 도전하여 자격증을 취득해보세 요. IT전문가로 되는 꿈에 더 가까이 갈 수 있습니다. Salesforce인증 Arch-301시험이 어렵다고 알려져있는건 사실입 니다. 하지만 ExamPassdump의Salesforce인증 Arch-301덤프로 시험준비공부를 하시면 어려운 시험도 간단하게 패스 할수 있는것도 부정할수 없는 사실입니다. ExamPassdump의Salesforce인증 Arch-301덤프는 실제시험문제의 출제방 형을 철저하게 연구해낸 말 그대로 시험대비공부자료입니다. 덤프에 있는 내용만 마스터하시면 시험패스는 물론 멋진 IT전문가로 거듭날수 있습니다.

Salesforce Arch-301 Exam Syllabus Topics:

Section	Weight	Objectives
Delivery	12%	- Manage stakeholder expectations and acceptance - Align delivery with business objectives - Plan solution delivery and implementation lifecycle - Optimize resources and delivery methodologies - Plan incremental delivery steps
Discovery and Customer Success	25%	- Document business needs, vision, and success criteria - Align solutions with business outcomes - Define future-state architecture and roadmap
Design	29%	- Design scalable, secure, and compliant architectures - Address functional and non-functional requirements - Map sharing, visibility, and security models - Select appropriate Salesforce multi-cloud solutions - Evaluate design trade-offs and risks
Data Governance and Integration	26%	- Establish data governance and quality frameworks - Manage master data and cross-system consistency - Design data migration and synchronization strategies - Select integration methods and patterns - Define data flows and system relationships
Operationalize the Solution	8%	- Define monitoring and maintenance processes - Plan ongoing management and support - Plan for evolution and scaling - Enable teams for solution operation

>> Arch-301인증시험덤프 <<

Arch-301인증시험덤프 덤프 ----- IT전문가의 노하우로 만들어진 시험자 료

ExamPassdump Salesforce Arch-301덤프의 질문들과 답변들은 100%의 지식 요점과 적어도 98%의 시험 문제들을 커

버하는,수년동안 가장 최근의Salesforce Arch-301시험 요점들을 컨설팅 해 온 시니어 프로 IT 전문가들의 그룹에 의해 구축 됩니다. ExamPassdump의 IT전문가들이 자신만의 경험과 끊임없는 노력으로 최고의Salesforce Arch-301학습 자료를 작성해 여러분들이Salesforce Arch-301시험에서 패스하도록 도와드립니다.

최신 Architect Exams Arch-301 무료샘플문제 (Q62-Q67):

질문 # 62

Ohana Cirrus (OC) has around 1,500 support agents working in its global support center operating 24/7 across multiple channels. This center handles around 30,000 cases per day. OC currently uses a custom-developed solution to manage customer complaints and is planning to replace it with a new Salesforce solution. The current system contains more than 250 million records including some still being processed.

Which three recommendations should a Solution Architect suggest to migrate to the new application in the most efficient manner? Choose 3 answers

- A. Migrate archived data to Heroku and active and semi-active data to Salesforce.
- B. Use an EU tool that uses the Salesforce Bulk API to migrate the data from the legacy system to the new system.
- C. Migrate all complaint records in the Case object to provide a 360-degree customer view.
- D. Use Deferred Sharing Calculations to avoid record sharing calculations during data migration.
- E. Use an interface to copy data from the legacy complaint system to Salesforce using a scheduled MuleSoft batch.

정답: A,B,D

설명:

* Data migration is the process of transferring data from one system to another1.

* Data migration in Salesforce requires careful planning, preparation, and execution234.

* Data migration best practices include setting up a data governance plan, focusing on data quality, creating templates, verifying proper transfer, and using appropriate tools2356.

For Ohana Cirrus' transition to Salesforce from a custom solution, efficiently managing the migration of a large volume of complaint records is crucial. Migrating archived data to Heroku provides a scalable storage solution while keeping active and semi-active data in Salesforce ensures accessibility and integration with service processes. Using Deferred Sharing Calculations during migration helps maintain system performance by temporarily suspending real-time sharing rule calculations. Utilizing an ETL (Extract, Transform, Load) tool with Salesforce Bulk API facilitates efficient data transfer, minimizing system downtime and ensuring data integrity. This strategic approach to data migration aligns with Salesforce's best practices for handling large datasets and complex migrations, ensuring a smooth transition to the new Salesforce solution.

질문 # 63

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. Will partners be using CPQ to sell to our customers that are utilizing our B2B Commerce tool today?
- 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. Does the direct Sales team co-sell with partners or sell to partners in this new channel model?

정답: B,D

설명:

When evaluating B2B Commerce or CPQ for partners via Experience Cloud, the Solution Architect should ask:

* B. Does the direct Sales team co-sell with partners or sell to partners in this new channel model? This question helps to understand the relationship between the direct Sales team and the partners, which impacts how CPQ is set up and used.

* C. Do partners need to do complex configurations or create their special pricing? This will determine if CPQ's advanced configuration and pricing capabilities are necessary for the partners, which may not be as effectively supported by B2B Commerce alone.

Understanding the sales process and the complexity of transactions is crucial to deciding whether CPQ or B2B Commerce is the right tool for partners, as described in Salesforce documentation for both CPQ and B2B Commerce.

질문 # 64

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

정답: C

설명:

Experience Cloud can provide dealers with a self-service portal to track opportunities and support cases, while Revenue Cloud (which includes Salesforce CPQ) can enable dealers to get custom pricing and generate quotes quickly. This combination meets all the outlined requirements, providing visibility into the sales process and support activities, as well as enabling efficient quoting. Salesforce's documentation on the capabilities of Experience Cloud and Revenue Cloud supports this recommendation.

* Key Requirements:

* Quick Custom Pricing: Dealers need to generate custom quotes without waiting for manual configuration.

* Insight into Customer Support: Dealers want visibility into support cases for their customers.

* Enhanced Sales Process Insights: Northern Trail Hot Tubs seeks better tracking of Dealer Opportunities.

* Analysis of Options:

* Option A (Experience Cloud + Sales Cloud): While Experience Cloud provides a portal for Dealers to create Opportunities and add Products via Sales Cloud, it does not address the need for automated, rapid quote generation, which requires CPQ (Configure, Price, Quote) functionality.

* Option C (Service Cloud + Service Cloud): Using Cases to request pricing introduces delays, conflicting with the requirement to eliminate waiting for configuration estimates.

* Option D (Commerce Cloud + Service Cloud): Commerce Cloud focuses on transactional e-commerce, not complex product configuration or quoting. CPQ (Revenue Cloud) is better suited for custom pricing.

* Option B (Experience Cloud + Revenue Cloud):

* Revenue Cloud (CPQ): Enables Dealers to self-serve by generating accurate, automated quotes without manual intervention. This directly addresses the need for quick custom pricing.

* Experience Cloud: Provides a portal where Dealers can access:

* CPQ (Revenue Cloud) for quotes.

* Service Cloud integration (implied) to view Cases related to their customers.

Salesforce's Experience Cloud seamlessly integrates with Service Cloud to expose Cases, even though Service Cloud isn't explicitly listed in the option.

* Why Option B is Correct:

* Revenue Cloud (CPQ) solves the custom pricing requirement.

* Experience Cloud acts as the unified portal for Dealers to:

* Generate quotes (via CPQ).

* View Cases (via Service Cloud integration).

* While Service Cloud powers Cases in the background, the question focuses on capabilities provided to Dealers, which are delivered through Experience Cloud and Revenue Cloud.

References:

Revenue Cloud (CPQ): Salesforce CPQ Documentation

Experience Cloud for Partner Portals: Experience Cloud Guide

Service Cloud Integration with Experience Cloud: Service Cloud in Communities This solution aligns with Salesforce best practices for B2B partner management, combining self-service quoting (CPQ) and customer support visibility (Service Cloud via Experience Cloud).

질문 # 65

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. Create a feedback loop to give end users the ability to share ideas on how to improve the solution and report bugs.
- B. Suggest continuous training methods such as Trailhead, in-app guidance, or embedded videos so end users feel supported using the solution.
- 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.

정답: A,B

설명:

To encourage high adoption rates, the Solution Architect should recommend:

- * B. Create a feedback loop to give end users the ability to share ideas on how to improve the solution and report bugs. This empowers users to contribute to the solution's success and ensures their needs and challenges are heard.
- * D. Suggest continuous training methods such as Trailhead, in-app guidance, or embedded videos so end users feel supported using the solution. This provides ongoing support and learning opportunities, making it easier for users to adapt to the new system. Salesforce Trailhead and the in-app guidance feature are excellent resources for training and user adoption, as recommended by Salesforce's best practices for user engagement and adoption.

질문 # 66

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

정답: A

설명:

Starting with Sales Cloud and Revenue Cloud allows AW Heat & Cooling to immediately address the core issues affecting sales performance and quote turnaround times. Sales Cloud facilitates improved sales processes and customer management, while Revenue Cloud (including CPQ) streamlines the quoting and pricing processes, directly addressing the needs for flexibility and efficiency in sales. Subsequent implementation of Service Cloud will enhance customer service capabilities, and finally, integrating Experience Cloud will enable the development of digital self-service portals and new communication channels. This phased approach aligns with Salesforce's recommendations for prioritizing core sales and service functionalities before expanding to broader customer engagement and digital experience solutions.

질문 # 67

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