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Salesforce B2B-Solution-Architect (Salesforce Certified B2B Solution Architect) exam is a professional certification designed to test an individual's knowledge and skills in Salesforce's B2B Commerce platform. Salesforce Certified B2B Solution Architect Exam certification is specifically designed for individuals who have expertise in designing and implementing B2B Commerce solutions using the Salesforce platform. B2B-Solution-Architect Exam is designed to help individuals validate their skills in areas such as product and pricing management, order and inventory management, and customer and partner management.

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Salesforce B2B-Solution-Architect Certification Exam is designed for professionals who are looking to validate their expertise in the Salesforce B2B Commerce platform. Salesforce Certified B2B Solution Architect Exam certification exam is specifically tailored to test the skills and knowledge required to design and implement B2B commerce solutions using Salesforce technology. B2B-Solution-Architect Exam is intended for individuals who work as solution architects, technical architects, or consultants in the B2B commerce industry.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q77-Q82):

NEW QUESTION # 77

The Northern Trail Outfitters (NTO) sales department currently uses Sales Cloud for its Sales team. The management team decided that the Sales team needs to start creating quotes based on the input from the finance department. NTO would like to implement quotes, contracted pricing, and invoicing for its customers.

Invoicing will be done based on an agreed billing cycle. The finance department would like to see a report on the invoices sent and

track the details of the payments received. NTO also has a need for partners to be able to self-service their pipeline and quoting through a portal.

NTO's internal team decided to use Revenue Cloud and Experience Cloud as its solution.

What should a Solution Architect recommend as NTO begins its implementation?

- A. Advise the client to start with Experience Cloud.
- B. Advise the client that Revenue Cloud is the starting point.
- C. Select an AppExchange product focused on contract lifecycle management.
- **D. Develop an architectural plan to incorporate Revenue Cloud and Experience Cloud.**

Answer: D

NEW QUESTION # 78

Universal Containers (UC) is an international company with activities in Europe and the U.S. UC has two separate Salesforce orgs, one for each region. Quotes are built in different legacy systems, depending on their country. Orders are processed centrally by the back-office team with an ERP. Customer information is saved in both legacy systems and the ERP. The analyst team complains about the inconsistency of customer data between different systems and the lack of connection between a single piece of customer data across all of the systems.

Which approach would make it possible to set up this single source of truth and ensure scalability for orders?

- A. Use each Salesforce org as its own system of record (SOR) and use Salesforce Connect to synchronise the two Salesforce orgs.
- B. Map all of the points of data within a custom data manager and drive synchronization between the different systems with a point-to-point approach.
- C. Map all of the points of data with a different ETL tool for each Salesforce environment and drive synchronisation from Salesforce to the other systems.
- **D. Use MuleSoft Anypoint Platform as the single point of data orchestration across the different systems and Salesforce environments.**

Answer: D

Explanation:

According to 1, a single source of truth (SSOT) is the practice of aggregating the data from many systems within an organization to a single location. A SSOT is not a system, tool, or strategy, but rather a state of being for a company's data in that it can all be found via a single reference point.

According to 2, 3 and 4, Salesforce has introduced the Customer 360 Truth Platform, which includes MuleSoft. This is a new set of data and identity services that enable companies to build a single source of truth across all of their customer relationships. This connects data from all Salesforce clouds to create a single view of the customer.

MuleSoft Anypoint Platform is an integration platform that allows companies to connect any application, data source or device using APIs. MuleSoft enables companies to leverage their existing systems and data sources without having to replace them or create custom integrations.

NEW QUESTION # 79

Universal Containers (UC) has expanded rapidly in recent years following a number of acquisitions. The new CMO wants to use all Leads from one of the acquired Salesforce orgs to kick-start a new targeted campaign in UC's main Salesforce org. The acquired company would like to keep its Lead data because it enriches the Lead before it comes into Salesforce via third-party marketing tool and supports its direct sales channel. Beyond the Lead use case, both Salesforce orgs will remain completely independent from one another.

Which integration approach should a Solution Architect recommend between the UC main org (the target org) and the acquired org (the source org)?

- A. Discuss long-term strategies around deprecating the source org's ability to collect and enrich Lead data, and start to direct all Leads to the target org and ignore the source org.
- B. Discuss a strategy that includes manually migrating all Leads from the source org to the target org every day using data loader.
- **C. Discuss a strategy between the source org and target org Sales teams on the criteria of Leads to migrate from the source org to the target org, and migrate Leads to the target org after they are enriched in the source org.**
- D. Discuss a strategy between the source org and target org Sales teams on the criteria of Leads to migrate from the source org to the target org, and migrate Leads to the target org before the enrichment within the source org.

Answer: C

Explanation:

Option D would involve discussing a strategy between the source org and target org Sales teams on the criteria of Leads to migrate from the source org to the target org, and migrating Leads to the target org after they are enriched in the source org. This would allow both Salesforce orgs to remain independent from each other, while also enabling UC to use all Leads from one of the acquired Salesforce orgs for its new targeted campaign. This would also preserve the value of Lead enrichment that happens in the source org via third-party marketing tool.

<https://trailhead.salesforce.com/credentials/b2bsolutionarchitect>

NEW QUESTION # 80

Universal Containers (UC) is about to complete the first phase of its digital transformation with its new Lead to Invoice process that incorporates several clouds like Sales Cloud, Service Cloud, Revenue Cloud, Experience Cloud, and MuleSoft. UC is now creating a Center of Excellence and focusing on a purely Agile methodology for working on new releases. UC wants to understand some of the considerations around release planning.

What are two recommendations a Solution Architect should make to ensure UC's releases to production work within its release schedule and there are no delays in future releases?

Choose 2 answers

- **A. Create a regular sprint cadence across the different teams to demonstrate new functionality.**
- B. Utilize the last sprint to include functionality that was missed from previous sprints.
- **C. Use the last sprint of the release to stabilize it and eliminate identified issues.**
- D. Fix the scope of the sprint during release planning regardless of how long it takes.

Answer: A,C

Explanation:

For UC's digital transformation and adoption of Agile methodology, ensuring smooth and timely releases is crucial. The recommended practices are:

* B. Create a regular sprint cadence across the different teams to demonstrate new functionality.

Establishing a consistent rhythm for sprints helps align team efforts, ensures regular progress reviews, and facilitates the integration of new features. It fosters collaboration and keeps the project on track.

* C. Use the last sprint of the release to stabilize it and eliminate identified issues. Dedicating the final sprint to stabilization and issue resolution is a best practice in Agile methodologies. It allows the team to focus on quality assurance, performance testing, and user feedback, ensuring that the release is robust and meets user expectations.

Salesforce and Agile methodology guides, such as those found on Salesforce Trailhead and in Agile development literature, emphasize the importance of regular cadences and stabilization phases for successful project delivery and continuous improvement.

NEW QUESTION # 81

Universal Containers (UC) currently has Sales Cloud, Revenue Cloud, and Marketing Cloud Account Engagement within its existing Salesforce environment and is utilizing a standard Lead to Cash solution across those clouds. UC is 2 years into its Salesforce implementation, and the CIO is getting concerned with the sheer amount of data affecting its environment's data limits.

IT is doing upkeep on older records that may no longer be relevant. They have decided to start looking at data archival strategies and what to archive correctly. Given that this solution involves Leads from Marketing Cloud Account Engagement, Opportunities from Sales Cloud, and Quotes from Revenue Cloud, they are concerned about archiving related data on active sales pipelines. They also want to keep a historical snapshot of all of their Quotes, Opportunities, and Leads for future pipeline performance purposes and are open to options.

Choose 2 answers

- **A. Segment the data in terms of data needed for daily operations, data that is used occasionally at demand, and data that is used purely for historical purposes.**
- **B. Understand the organization's regulatory requirements around right to retain or delete data.**
- C. Propose Skinny Tables to the CIO before doing anything else.
- D. Recommend AppExchange solutions that provide capabilities around data archiving to the CIO.

Answer: A,B

