

B2B-Solution-Architect考題寶典， B2B-Solution-Architect考試題庫

B2B Solution Architect

Salesforce Certified B2B Solution Architect Exam



BONUS!!! 免費下載NewDumps B2B-Solution-Architect考試題庫的完整版: <https://drive.google.com/open?id=1ICeqQ58CTTSU10hVe7cZINcXDMaun9Bf>

NewDumps有強大的專家團隊不斷為你提供有效的培訓資源，他們不斷利用他們的豐富的經驗和知識研究過去幾年的試題。終於NewDumps的有針對性的練習題和答案問世了，它們對很多參加IT認證考試的人起到了很大的幫助。你現在在網上可以免費下載NewDumps提供的部分關於Salesforce B2B-Solution-Architect認證考試的模擬測試題和答案作為嘗試。通過很多IT專業人士的使用證明NewDumps很可靠。一般如果你使用NewDumps提供的針對性復習題，你可以100%通過Salesforce B2B-Solution-Architect 認證考試。快將NewDumps加入你的購物車吧！下一個IT行業的成功人士說不定就是你。

要通過 B2B-Solution-Architect 認證考試，您需要深入了解 Salesforce 平台及其能力。您還應該熟悉常見的 B2B 使用案例，以及在 B2B 上下文中設計和實施解決方案的最佳實踐。此外，您應該具有在複雜 B2B 項目上工作的經驗，並能將您的知識應用於現實情況。

Salesforce B2B-Solution-Architect認證考試是一個具有挑戰性和全面性的考試，驗證了設計和實施複雜B2B解決方案所需的技能和知識，使用Salesforce平台。這是專業人士展示專業知識並在業界脫穎而出的絕佳方式。這種認證在全球範圍內被認可，可以幫助專業人士推進職業生涯並增加收入。

>> B2B-Solution-Architect考題寶典 <<

B2B-Solution-Architect考試題庫 & B2B-Solution-Architect題庫最新資訊

Salesforce的B2B-Solution-Architect考試認證一直都是IT人士從不缺席的認證，因為它可以關係著他們以後的命運將如何。Salesforce的B2B-Solution-Architect考試培訓資料是每個考生必備的考前學習資料，有了這份資料，考生們就可以義無反顧的去考試，這樣考試的壓力也就不需要那麼大，而NewDumps這個網站裏的培訓資料是考生們最想要的獨一無二的培訓資料，有了NewDumps Salesforce的B2B-Solution-Architect考試培訓資料，還有什麼過不了。

最新的 Architect Exams B2B-Solution-Architect 免費考試真題 (Q112-Q117):

問題 #112

A Solution Architect is working with Northern Trail Outfitters' Sales and Services team. They are currently evaluating how many environments they need to procure. As part of a preliminary review, it was identified that although the different business units were happy working in separate environments, there is a requirement to know each other's transactions.

Which two requirements would make the Solution Architect recommend a Single org over a multi-org strategy?

Choose 2 answers

- A. Simple security architecture across lines of business
- B. Collaboration between lines of business

- C. Access to shared lines of business data
- D. Global case management across lines of business

答案: B,C

問題 #113

Universal Containers (UC) has implemented a new ecommerce site for its resellers. UC is leveraging a multi-cloud architecture, B2B Commerce, for building the storefront and Service Cloud Web2Case for offering case management functionality to its resellers. UC notices that the case volume is extremely high and a number of resellers are raising cases for trivial issues on the B2B Commerce site.

Which two recommendations should a Solution Architect make to help resellers use the site more efficiently and lower the case volume?

Choose 2 answers

- A. Plan and conduct User Adoption Trainings for resellers on how to use the site.
- B. Implement Case Deflection.
- C. Disable anonymous users on the site.
- D. Offload the number of cases received via Web2Case by using Email2Case.

答案: A,B

解題說明:

Option B would help resellers find answers to their questions by showing them relevant articles or discussions before they create a case. This way, they can resolve their issues without contacting support¹.

Option D would help resellers learn how to use the site effectively and avoid common pitfalls. This way, they can reduce errors and confusion that might lead to unnecessary cases².

問題 #114

Universal Containers (UC) has acquired four companies and is looking to manage revenue across all mergers' territories seamlessly. UC wants to drive major business decision and selling strategies based on an efficient, complete, real-time view of team forecasts across territories from Salesforce. A sales user can be part of multiple territories and is usually working on multiple opportunities at a time.

Which technical consideration should a Solution Architect make when designing collaborative forecasting?

- A. If the sales user has many territories assigned to them, it can impact the performance of the forecast.
- B. Forecast category names can be customized by submitting a Salesforce Support case.
- C. Important details should be tracked at the opportunity line level.
- D. Archiving a territory model does not impact forecasts, quotas, and adjustments for all territories in the model.

答案: A

解題說明:

According to some online sources¹², collaborative forecasting is a feature that allows sales teams to create accurate sales forecasts based on opportunity data and adjustments. Collaborative forecasting supports multiple forecast types, such as revenue, quantity, and custom fields.

If the sales user has many territories assigned to them, it can impact the performance of the forecast. This consideration is important because having too many territories can slow down the loading of the forecasts page and affect the user experience¹.

https://help.salesforce.com/s/articleView?id=000199046&language=en_US&type=1

問題 #115

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

答案: B,D

解題說明:

Create a regular sprint cadence across the different teams to demonstrate new functionality. This recommendation would help UC to synchronize their work across multiple clouds and teams, as well as get feedback from users and stakeholders on the progress and quality of the release²³.

Use the last sprint of the release to stabilize it and eliminate identified issues. This recommendation would help UC to ensure that their release is ready for production and meets their quality standards. The last sprint should focus on fixing bugs, improving performance, and conducting user acceptance testing¹³.

問題 #116

Northern Trail Health has clients that have more than 10,000 employees. The company's Customer Service team handles requests from its client's employees directly and tracks various rebate programs per employee. Private information should not be shared with the Sales team and they should only see contacts that are relevant to the sales process.

Assuming that Sales and Service teams share certain contacts, in which two ways should a Solution Architect ensure optimal performance?

Choose 2 answers

- A. Assign all contacts to Sales team members to ensure sharing is streamlined and hide private fields from them.
- **B. Set the Contact object to Public Read Only so that the sharing rules do not bog down performance for sharing.**
- C. For each Account, assign Sales Contacts to the Sales team and all the rest to a Customer Service representative assigned to the Account.
- **D. Use profiles and/or permission sets to give View All access to Customer Service on the Contact object.**

答案: B,D

解題說明:

Use profiles and/or permission sets to give View All access to Customer Service on the Contact object¹. This way, Customer Service can access all contacts without relying on sharing rules or manual sharing. This can improve performance by reducing the number of queries and calculations needed for sharing.

Set the Contact object to Public Read Only so that the sharing rules do not bog down performance for sharing². This way, Sales can see all contacts but not edit them. This can improve performance by avoiding unnecessary locking and contention issues caused by concurrent updates.

<https://trailhead.salesforce.com/en/credentials/sharingandvisibilityarchitect>

問題 #117

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最熱門的B2B-Solution-Architect認證考試是能夠改變您生活的IT認證考試，獲得Salesforce B2B-Solution-Architect證書的IT專業人員的薪水要比沒有獲得證書的員工高出很多倍，他們的上升空間也很大，能帶來更好的工作機會。不要因為準備Salesforce B2B-Solution-Architect而浪費過多時間，可以使用NewDumps網站提供的考古題資料，幫助您更有效率的準備B2B-Solution-Architect考試。這是一個人可以讓您輕鬆通過B2B-Solution-Architect考試的難得的學習資料，錯過這個機會您將會後悔。

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