

現実的なB2B-Solution-Architect資格準備 |素晴らしい合格率のB2B-Solution-Architect: Salesforce Certified B2B Solution Architect Exam |初段のB2B-Solution-Architect試験準備



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>> B2B-Solution-Architect資格準備 <<

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Salesforce Certified B2B Solution Architect Exam 認定 B2B-Solution-Architect 試験問題 (Q39-Q44):

質問 # 39

A client is running a project with a 626 multi-cloud setup involving Marketing Cloud, Sales Cloud, Service Cloud, Experience Cloud, and MuleSoft. Currently, MuleSoft is primarily used to integrate with third-party systems. Marketing Cloud is connected to Sales/Service using the standard connector. A recent requirement-gathering session, involving all functional streams, brought up the question of where consolidated reporting will happen. So far, reporting has only been looked at individually per stream.

There is a steering committee meeting 1 week from now. The Solution Architect was asked to provide different solutions to fix the problem. The expectation is that a high-level evaluation will be done prior the steering committee meeting so that an indication of options can be given and additional funding can be requested.

Which three critical steps should the Solution Architect take first?

Choose 3 answers

- A. Review the established and planned dataflows to understand where the systems of record sit and where data is transported to already.
- B. Review the system landscape to identify other existing solutions for reporting and start to investigate high-level cost impacts (incl. licenses aspects) for the most viable.
- C. Ensure all data objects across the different clouds have a unique external identifier
- D. Identify key drivers and high-level data scope behind the need for a consolidated reporting.
- E. Draft a solution to show how consolidated reporting can be done using CRM Analytics.

正解: A、B、D

解説:

Review the established and planned dataflows to understand where the systems of record sit and where data is transported to already. This is an important step to assess the current state of data integration and identify any gaps or challenges that might affect the reporting solution.

Identify key drivers and high-level data scope behind the need for a consolidated reporting. This is an essential step to understand the business requirements and expectations for the reporting solution, as well as the key metrics and KPIs that need to be measured and reported on.

Review the system landscape to identify other existing solutions for reporting and start to investigate high-level cost impacts (incl. licenses aspects) for the most viable. This is a useful step to explore the possible options for delivering a consolidated reporting solution, such as using existing tools or platforms, building a custom solution, or leveraging third-party solutions. It also helps to estimate the costs and benefits of each option.

質問 # 40

AW Computing (AWC) has just completed a multi-cloud implementation for Salesforce and is facing major user adoption challenges. Users are complaining that the system is complicated and hard to navigate.

What can the Center of Excellence (CoE) for Salesforce do to help increase user adoption?

- A. Break down training materials into quick reference guides for job-specific functions.
- B. Record hour-long pieces of training for each job role so users can review on their own time.
- C. Ensure each team has a Salesforce champion that can provide one-on-one training.
- D. Place all training materials on the home page so users can find them easily.

正解: D

質問 # 41

Universal Containers (UC) is at the end of its first and only design phase. UC decided to go ahead and build against the entire future design that was developed and agreed upon by its internal stakeholders and Center of Excellence. But a concern by the executive team is how UC can de-risk itself and stay within budget during the build while still hitting the objectives that were defined in the design phase.

Which recommendation should the Solution Architect make to alleviate the executive team's concerns during the build?

- A. Help the executive team develop a governance framework; and team to focus on those concerns throughout the build and track the budget.
- B. Promise the executive team that the project manager will always give comprehensive budget numbers every week and they will never overrun on budget.
- C. Help the executive team understand that they created their entire complete vision of the solution already and there is no chance anything new will come up during the build.
- D. Assure the executive team that the current project is at a fixed scope and there will not be any overrun on budget.

正解: A

解説:

This answer suggests that a governance framework can help ensure alignment between business requirements and solution design, as well as monitor and control costs during the build phase². However, this is not an official answer from Salesforce, so you might want to verify it with other sources or experts.

質問 # 42

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. Use Deferred Sharing Calculations to avoid record sharing calculations during data migration.
- B. Use an ETL 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 an interface to copy data from the legacy complaint system to Salesforce using a scheduled MuleSoft batch.
- E. Migrate archived data to Heroku and active and semi-active data to Salesforce.

正解: A、B、E

質問 # 43

Universal Containers (UC) is about to undergo its first release of its digital transformation initiative across clouds like Sales Cloud, B2B Commerce, Marketing Cloud Account Engagement, Experience Cloud, and MuleSoft. UC recently developed its Center of Excellence (CoE) model and is working on how to make sure its developers and administrators can go through a continuous release cycle. The product owner would like to make sure no work is overridden in sandboxes or production.

What is the first thing a Solution Architect should recommend within UC's DevOps setup?

- A. Make sure the developers all have access to the CLI so that they can package and push their changes to the next environment.
- B. Appoint a release manager who will set up the required environments and automated deployments in tandem with a source control based development process.
- C. Set up a source control based development process that's understood and followed by administrators and developers.
- D. Appoint a release manager who will keep track of all changes made and which changes have been deployed to the QA, SIT, and UAT environments as part of the sprint.

正解: C

質問 # 44

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