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## Salesforce Arch-301 Desktop Practice Test Software's Top Features

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## Salesforce Certified B2B Solution Architect Sample Questions (Q106-Q111):

### NEW QUESTION # 106

Universal Containers (UC) delivers packaging solutions to its customers based on volume schedule, which is part of a contract that UC is closing. Customers place orders against these contracts, and the orders are maintained in an ERP system outside of Salesforce.

Employees of UC want to track invoicing payment status on a monthly basis so that they can identify early when customer orders fall short of the contractual target.

Which two solution components should a Solution Architect recommend to meet this requirement?

Choose 2 answers

- A. Opportunities and Opportunity Products from Sales Cloud
- **B. Orders and Order Products from Sales Cloud and a MuleSoft integration with the ERP**
- **C. Invoicing payment status sync between Salesforce Billing and ERP**
- D. Product and Revenue Schedules from Sales Cloud

**Answer: B,C**

Explanation:

To track invoicing payment status and identify discrepancies in customer orders against contractual targets, integrating Salesforce Billing with the ERP system is essential. This integration allows for real-time synchronization of invoicing and payment statuses, providing UC employees with up-to-date information.

Using MuleSoft for integration facilitates seamless data exchange between Salesforce and the ERP, ensuring that order information is accurately reflected in Salesforce. This setup supports efficient monitoring and management of contractual obligations and financial transactions. Salesforce Billing offers capabilities for managing invoicing and payments within the Salesforce ecosystem, while MuleSoft's Anypoint Platform enables robust API-led connectivity between systems, aligning with Salesforce's recommended practices for system integration and data management.

#### **NEW QUESTION # 107**

Universal Containers (UC) is currently utilizing Salesforce Revenue Cloud, Service Cloud, and Field Service for its internal Sales teams, call center, and field service teams. The field service team has asked for new data visibility around Sales and Service data because customers in the field will often ask about sales orders that typically exist within Revenue Cloud.

What is an immediate consideration a Solution Architect should provide regarding giving this kind of data access?

- A. Provide the field service team with CPQ licenses to view Order data.
- **B. Generate a new permission set that grants access to the Order object and assign it to the field service users.**
- C. Generate a new profile that grants access to the Order object and assign it to the field service users.
- D. Provide the field service team with a Sales Cloud license to view Order data.

**Answer: B**

Explanation:

Creating a permission set that grants field service users access to the Order object is a granular and secure way to provide the necessary data visibility. This allows for precise control over which users have access to order data without impacting other profiles or requiring additional licenses. Salesforce's permission set documentation provides guidelines on how to grant specific access rights to users, ensuring they have the information needed to perform their job functions effectively.

#### **NEW QUESTION # 108**

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. Assure the executive team that the current project is at a fixed scope and there will not be any overrun on budget.
- C. Promise the executive team that the project manager will always give comprehensive budget numbers every week and they will never overrun on budget.
- D. 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.

**Answer: A**

Explanation:

To address the executive team's concerns about staying on budget and mitigating risks during the build phase, establishing a governance framework is essential. This framework should include clear roles, responsibilities, decision-making processes, and budget tracking mechanisms. Focusing on governance ensures that the project remains aligned with business objectives, addresses potential issues proactively, and maintains financial discipline, aligning with best practices for successful Salesforce implementations.

### NEW QUESTION # 109

Universal Containers is currently utilizing B2B Commerce Cloud, Service Cloud, and Field Service for its Sales teams, call center, and Field Service teams. The Field Service team would like to have visibility of Commerce Cloud data because customers in the field will often ask about sales order details.

What should the Solution Architect recommend to give this kind of data access?

- A. Create a new profile that grants access to the Order and Order Item object and assign it to the Field Service users.
- **B. Create a new permission set that grants access to the Order and Order Item object and assign it to the Field Service users.**
- C. Give Sales Cloud license to the Field Service team to view Order and Order Item data.
- D. Give Commerce Cloud license to the Field Service team to view Order and OrderItem data.

**Answer: B**

Explanation:

To enable Field Service teams at Universal Containers to access sales order details from B2B Commerce Cloud, creating a permission set that grants access to relevant objects like Order and Order Item is an effective solution. This approach ensures that Field Service users have the necessary permissions to view order information, enhancing their ability to address customer inquiries in the field. Permission sets offer a flexible and granular way to manage access rights, allowing for customization according to specific user roles and requirements without altering the base profiles. This method aligns with Salesforce's best practices for access management, ensuring data security while providing users with the information they need to perform their roles effectively.

### NEW QUESTION # 110

Universal Containers (UC) is concerned about potential data storage issues in Salesforce due to the Invoice, Order, and Inventory data that would be flowing in from various on-premise legacy CRM and ERP applications. UC would like to view and occasionally report on this data on-demand for day-to-day operational processes and would prefer not to store the data in Salesforce due to data residency requirements.

Which recommendation should the Solution Architect make to meet this requirement?

- A. Use Salesforce Orchestrator with MuleSoft to retrieve the data when it is needed.
- B. Push the data into Salesforce and implement an archival strategy.
- **C. Re-architect the implementation using Salesforce Connect and external objects.**
- D. Write custom Apex code to retrieve the data in real time from external systems.

**Answer: C**

Explanation:

External objects are similar to custom objects but they map to data that's stored outside Salesforce. Salesforce Connect uses external data sources to access data that's stored outside your Salesforce organization. This way, UC can comply with data residency requirements and avoid data storage issues.

Salesforce Connect allows Salesforce to seamlessly integrate with data that is external to the Salesforce platform, which in this case is the legacy CRM and ERP applications. External objects provide a real-time view of this external data, allowing UC to view and report on it as if it were stored natively in Salesforce, without actually storing it in Salesforce.

Reference: Salesforce B2B Commerce Implementation Guide - Salesforce Connect for External Data Salesforce Connect allows for the integration of external data in real-time without storing it in Salesforce, using external objects which function like standard Salesforce objects. This would meet UC's need to view and report on Invoice, Order, and Inventory data on-demand, adhering to data residency requirements.

Salesforce Connect is designed for such scenarios, offering a solution that avoids data storage within Salesforce while providing access to external data as if it were native. This is in line with Salesforce's best practices for external data integration.

### NEW QUESTION # 111

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