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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q105-Q110):

NEW QUESTION # 105
Universal Export has implemented multiple Salesforce products and has made it clear that it wants to maximize its investment and avoid buying any new products. For the company's next release, its business requirements seem to be a close fit for a product that Salesforce has. out it wants to develop a custom extension that replicates the functionality of that Salesforce module.
Which two actions should a Solution Architect take?
Choose 2 answers

- A. Evaluate the business benefit of the requested functionality to see if it justifies investment in the Salesforce product.
- B. Begin requirements gathering for integrations and data migration
- C. Advise the customer to use the out-of-the-box approach to avoid unnecessary technical debt.
- D. Consult with the IT department to review the extension requirements.

Answer: A,C

Explanation:
Option B would involve advising the customer to use the out-of-the-box approach to avoid unnecessary technical debt. This would mean using the existing Salesforce product that meets their business requirements instead of developing a custom extension that replicates its functionality. This would save time, money, and resources for both the customer and the Solution Architect, as well as reduce maintenance and support issues in the future2.
Option D would involve evaluating the business benefit of the requested functionality to see if it justifies investment in the Salesforce product. This would mean analyzing how much value and return on investment (ROI) the customer would get from using the Salesforce product versus developing a custom extension. This would help them make an informed decision based on their business goals and budget3.

NEW QUESTION # 106
Universal Containers recently began a project to connect its ERP with Salesforce. One of the requirements is a daily batch process to create and update orders and order product information. The development team, using the corporate ETL tool, has created two processes to create these records using Bulk API. The test in the development environment worked fine, but in the production environment, some orderproduct records were not updated and showed an error "UNABLE_TO_LOCK_ROW:unable to obtain exclusive access to this record". There is one Process Builder on the Order Product object and no async process.
Which two steps should a Solution Architect recommend to avoid this error?
Choose 2 answers

- A. Add a retry process for the records rejected by this error.
- B. Change the Bulk API call to use Bulk API 2.0.
- C. Sort the order product records by account and order before the Bulk API load.
- D. Use the import wizard instead of Bulk API.

Answer: A,C

Explanation:
* B. Sort the order product records by account and order before the Bulk API load.
This answer can help avoid this error by reducing the chances of concurrent updates on the same parent record (account or order) by different batches. Sorting the records by account and order can ensure that all records related to a parent record are processed together in a single batch, which can prevent locking conflicts with other batches2.
* D. Add a retry process for the records rejected by this error.

This answer can help recover from this error by attempting to update the rejected records again after some time interval. This can increase the likelihood of obtaining exclusive access to those records as they may be unlocked by then3.

Sorting order product records by account and order before using the Bulk API can minimize the likelihood of row lock errors by ensuring that related records are processed in a sequence that reduces the chance of concurrent access attempts. Additionally, implementing a retry mechanism for records that encounter the
"UNABLE_TO_LOCK_ROW" error provides a robust error handling strategy, allowing the system another opportunity to process the records successfully. These recommendations are in line with Salesforce's best practices for bulk data processing, which emphasize the importance of efficient data loading strategies and error management to ensure data integrity and system performance during large-scale data operations.

NEW QUESTION # 107

Towards the end of the discovery phase, the sales manager and subject matter experts raise a request to get hands-on experience with the solution as soon as possible. They want to ensure the requirements they provided are correctly built out in Salesforce. The project sponsor is unsure how that request may affect the schedule.

Which method should a Solution Architect consider in this scenario to validate the requirements during the build sprint withoutimpacting the project timelines?

- A. Give every end user the Functional Specification Document as their training materials and test them on the contents.
- B. Ensure the project sponsor reviews and signs off on the Functional Specification Document as an acknowledgment that what was built aligns with the original requirements.
- C. Run a User Acceptance Testing discovery session, based on the Functional Specification Document, to ensure the testing script meets the end users' needs.
- D. Give the end users access to a sandbox environment and a testing script for each of the user stories. Ask UAT testers to perform their tasks and collect feedback from them in the testing script.

Answer: B

NEW QUESTION # 108

UC Foods, a global manufacturing organisation, builds and sells a variety of food processing equipment on its B2B Commerce site. Customers often tailor their equipment by selecting from several product variants. Depending on the options selected, an order will sometimes require manual intervention by a sales person to determine the price for the customized piece of equipment.

Once the machines have been purchased, each machine comes with a 1-year warranty, which entitles the customer to quarterly visits to inspect and perform maintenance on the machines to keep them in proper working order.

How can a Solution Architect use a multi-cloud solution to address the needs of the organization to efficiently support the selling of equipment and planning of quarterly visits for the machines?

- A. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then automatically create a case when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.
- B. Use a third-party plugin configurator to support the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Field Service Maintenance Plans.
- C. Use the B28 Commerce aggregated product or dynamic kits to drive the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.
- D. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Field Service Maintenance Plans.

Answer: D

Explanation:
https://developer.salesforce.com/docs/atlas.en-
us.b2b_commerce_dev_guide.meta/b2b_commerce_dev_guide/ccrz_ccApiCart_addTo.htm
https://help.salesforce.com/s/articleView?id=sf.cpq_bundle_products.htm&language=en_US&type=5 B2B Commerce allows you to create aggregated products or dynamic kits that let customers select from various product variants1. CPQ enables you to create quotes for complex products and pricing scenarios2. The CPQ B2B Commerce Cloud Connector can sync products, pricing, quote requests, and orders between both clouds3. Field Service Maintenance Plans allow you to schedule recurring service appointments for your customers' assets4.

NEW QUESTION # 109

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

Answer: B,D

NEW QUESTION # 110

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