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The Salesforce B2B-Solution-Architect exam covers a wide range of topics, including B2B commerce, customer data management, integration, and security. Candidates must have a deep understanding of Salesforce products such as Sales Cloud, Service Cloud, Marketing Cloud, and Commerce Cloud, as well as experience with designing and implementing complex B2B solutions.

To earn the Salesforce Certified B2B Solution Architect certification, candidates must pass a comprehensive examination that assesses their knowledge of Salesforce B2B Commerce, Salesforce CPQ, and Salesforce B2B Marketing Automation. B2B-Solution-Architect exam also covers integration with external systems, data management, and security. Salesforce Certified B2B Solution Architect Exam certification is a great way for professionals to demonstrate their expertise in designing and implementing solutions for B2B organizations and to showcase their skills to potential employers. Salesforce Certified B2B Solution Architect Exam certification exam is challenging and requires a deep understanding of the Salesforce platform and its various components. However, those who pass the exam will be recognized as experts in their field and will have the knowledge and skills necessary to design and implement effective solutions for B2B organizations.

Salesforce Certified B2B Solution Architect certification exam is intended for experienced professionals who have a deep understanding of B2B architecture and Salesforce platform. B2B-Solution-Architect Exam is designed to assess your knowledge and skills in areas such as data modeling, solution design, security, and integration to create a scalable B2B solution that meets the unique needs of your organization.

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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q58-Q63):

NEW QUESTION # 58

Universal Containers (UC) has a global support model and would like to open up a text message channel to support maintenance supervisors in countries around the world. UC also wants to leverage messaging to market to its business partners, and be able to track open and click-through rates just like it does with email campaigns.

What should a Solution Architect recommend to UC?

- A. Utilize Marketing Cloud and MobileConnect.
- B. Embed third-party messenger tools.
- C. Utilize Service Cloud and LiveMessage.
- D. Utilize Service Cloud Email to Text Message.

Answer: B

NEW QUESTION # 59

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 casevolume?
Choose 2 answers

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

Answer: A,C

NEW QUESTION # 60

Universal Containers serves customers globally across two businesses. Each business has its own org for managing its sales and support operations. Each line of business also maintains its own reporting systems using both CRM Analytics and Salesforce reports, but the CEO is asking for a unique dashboard that includes the global opportunity pipeline with data from both orgs.
What should a Solution Architect propose?

- A. Use CRM Analytics in the primary org and create a Salesforce External Connection. Then, create a dataflow to combine data from both orgs.
- B. Use one org as primary and an ETL tool to synchronize the accounts and opportunities of the other org. Then, use standard reports.
- C. Use CRM Analytics in the primary org and then, in the dashboards, use Salesforce Connect to query the data from the other org.
- D. Use one org as primary and create external objects for the accounts and opportunities of the other one. Then, use standard reports.

Answer: A

NEW QUESTION # 61

Universal Containers is in the process of implementing CPQ and Billing whileintegrating with ERP for order fulfillment. The Development team is looking to gather regular feedback from the business stakeholders through each sprint. Also, supporting an Agile methodology, they have agreed on a reasonable amount of flexibility in requirements during the course of the project.
Which area should a Solution Architect look to receive feedback on at the earliest?

- A. Pricing sync between CPQ and ERP
- B. Product and Pricing structure setup in CPQ
- C. Modifications required to ERP for integration purposes
- D. Invoice capabilities in ERP to accommodate billing

Answer: B

Explanation:
it is important to set up the product and pricing structure in CPQ correctly and align it with the business requirements and expectations. This can affect how products are configured, quoted, priced, and ordered in CPQ and Billing, as well as how they are integrated with ERP for order fulfillment12. Getting feedback on this area early can help avoid rework or errors later. https://help.salesforce.com/s/articleView?id=blng_overview.htm&language=en_US&type=5 Getting feedback on the Product and Pricing structure setup in CPQ should be the earliest focus. This is foundational to the CPQ process and dictates how pricing sync, discounting, and ultimately invoicing will function. Early validation with business stakeholders ensures that the CPQ solution meets business requirements and can integrate seamlessly with ERP systems. Salesforce's best practices in CPQ implementation stress the importance of early stakeholder engagement, particularly around pricing strategies and product catalog setup.

NEW QUESTION # 62

A team at Universal Containers (UC) is currently working on an initial release of Service Cloud. However, UC's management team is very enthusiastic about new features of the platform and wants to go to market with the new Service Cloud solution as soon as possible. The current objective of their initial Service Cloud release is mostly about managing their case workload and case assignment processes. A Solution Architect is called into a management meeting and asked when UC can go live with automated chatbots, Einstein case classification, and CRM Analytics for data insights.
How should a Solution Architect respond to the management team considering their request for these new capabilities'?

- A. Agree that the new features are crucial to the success of the initiative and swap parts of the current scope for the most innovative feature.
- B. Explain the long-term vision and roadmap, and then propose a logical phasing in which the planned minimum viable product (MVP) is the first step on the journey that will eventually include the desired features.
- C. Explain to the management team that these features are still evolving and that it is best to wait a few releases so that they are stable before starting to use them in production.
- D. Agree with the management team to postpone the go-live and increase the scope to include the desired features.

Answer: A

NEW QUESTION # 63

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