

Arch-301 Zertifikatsfragen, Arch-301 Online Tests

ARCH 301 - Case Studies

BUSE MERT
BUŞRA TANOĞLU
CEMRE GÜL KAYA
BERİL DEREN ŞİMŞEK

Region and Regionalism

The region is a large area with boundaries set by various cultural and natural criteria. It is widely divided by physical geography, human geography, and environmental aspects like the interaction between the environment and humanity.

Regionalism is occurred because of the monotonous building of the International Style in all over the world. Apart from the vernacular architecture, regionalism has a conscious in design.

Karakaş Mosque, Antalya, Turkey, 2003



ZertSoft ist eine erstklassig Website zur Salesforce Arch-301 Zertifizierungsprüfung. Die Produkte von ZertSoft helfen denjenigen, die keine umfassenden IT-Kenntnisse besitzen, die Salesforce Arch-301 Prüfung zu bestehen. Wenn Sie die Produkte von ZertSoft in den Warenkorb schicken, würden Sie viel Zeit und Energie ersparen. Die Salesforce Arch-301 Schulungsunterlagen von ZertSoft werden von den Fachleuten tiefintensiv bearbeitet. Die allen sind von guter Qualität.

Möchten Sie die Salesforce Arch-301 Zertifizierungsprüfung beim ersten Versuch bestehen? Auf der Webseite ZertSoft werden wir alle Ihrer Wünsche erfüllen und Ihnen versprechen, dass Sie die Arch-301 Zertifizierungsprüfung in begrenzter Zeit einmalig bestehen. Denn ZertSoft verfügt über die Fragenkataloge zur Salesforce Arch-301 Zertifizierungsprüfung, die von erfahrenen IT-Experten entworfen werden und aus Fragen und Antworten kombiniert sind. Sie werden niemals bereuen, dass Sie ZertSoft gewählt haben. bearbeitet

>> Arch-301 Zertifikatsfragen <<

Kostenlose gültige Prüfung Salesforce Arch-301 Sammlung - Examcollection

Mit ZertSoft können Sie ganz leicht die Salesforce Arch-301 Prüfung bestehen. Wenn Sie die Salesforce Arch-301 Schulungsunterlagen im ZertSoft wählen und Salesforce Arch-301 die Prüfungsfragen und Antworten zur Zertifizierungsprüfung herunterladen, werden Sie sicher selbstbewusster sein, dass Sie die Prüfung ganz leicht bestehen können. Obwohl es auch andere Prüfungsunterlagen zur Salesforce Arch-301 Zertifizierungsprüfung auf andere Websites gibt, versprechen wir Ihnen, dass unsere Produkte am besten sind. Unsere Übungsfragen-und antworten sind sehr präzise. Sie umfassen viele Wissensgebiete. Sie sind immer erneuert und ergänzt. Deshalb steht unser ZertSoft Ihnen eine genaue Prüfungsvorbereitung zur Verfügung. Wenn Sie ZertSoft wählen, können Sie viel Zeit ersparen, ganz leicht und schnell die Salesforce Arch-301 Zertifizierungsprüfung bestehen und so schnell wie möglich ein IT-Fachmann in der Salesforce IT-Branche werden.

Salesforce Certified B2B Solution Architect Arch-301 Prüfungsfragen mit Lösungen (Q25-Q30):

25. Frage

Universal Containers is in the process of implementing a CPQ and B2B Commerce solution. The Technology team has completed the development for the current sprint and is demonstrating the functionalities to the business stakeholders during their sprint demo. While demonstrating products and pricing, and Sync between B2B and CPQ when requesting a quote, the stakeholders make a new request to include tiered pricing and map it to discount schedules on CPQ.

Which approach should a Solution Architect recommend while addressing the feedback from the stakeholders?

- A. Convey that it is not recommended to include in the initial MVP, since an extension is needed on the CPQ B2B Commerce Connector for the new requirement.
- B. Convey that this can be potentially picked up in the next sprint since the technical changes needed for this new user story are low effort.
- C. Include it as a user story and accommodate it in the same sprint, since this is a feasible requirement and the CPQ B2B Commerce Connector is already set up.
- D. Add the request as a new user story to the product backlog, and further schedule a meeting for prioritization and grooming.

Antwort: D

Begründung:

* CPQ B2B Commerce Connector is a tool that synchronizes data from CPQ product and pricing objects to B2B Commerce objects¹.

* CPQ uses discount schedules and B2B Commerce uses tiered pricing to handle volume-based pricing²³.

* The connector does not support mapping tiered pricing to discount schedules out of the box²³.

* The connector uses pricing from B2B Commerce to define the pricing on the generated quote lines by setting their Special Price fields⁴.

Incorporating new requirements, such as tiered pricing and mapping to discount schedules in CPQ, into an ongoing Salesforce CPQ and B2B Commerce project requires careful consideration of project scope, timelines, and resource availability. Adding the new requirement as a user story to the product backlog allows for a structured approach to evaluating its impact on the project. Scheduling a subsequent meeting for prioritization and grooming ensures that stakeholders can discuss the new requirement in detail, assess its feasibility, and decide on its inclusion in the project timeline. This approach aligns with agile project management best practices, allowing for flexibility in responding to new requirements while maintaining project focus and efficiency.

26. Frage

Universal Containers (UC) is evaluating Salesforce for a Lead to Invoice solution, as its current process for getting payments from customers is incredibly laborious. UC knows now its current invoice process runs through its back-office ERP, and is unsure how it would work within a front-office tool going from a lead all the way to an invoice. UC is looking to purchase Revenue Cloud, Sales Cloud, Marketing Cloud Account engagement, and MuleSoft to work with its CRP. The CIO also wants to make sure UC is utilizing the data across these clouds in the most automated way possible without a lot of manual data intervention as is required today within its back-office CRP. What should the steps in the business process look like when creating a multi-cloud Lead to Invoice solution in Salesforce if UC's CRP will be the system of record for invoices?

- A. Lead, Opportunity, Quote, Order, Invoice, Payment, ERP
- B. Lead, Opportunity, Quote, Order, ERP
- C. Opportunity, Quote, Invoice, Payment, CRP
- D. Lead, Quote, Opportunity, Order, Invoice, ERP, Payment

Antwort: B

Begründung:

This option would follow the lead-to-invoice process that Salesforce Billing supports², which involves creating an invoice from an order and then sending it to the ERP system for payment processing. This option would also leverage Revenue Cloud and Sales Cloud features such as CPQ and Billing to automate and streamline the quoting and invoicing process.

Since UC's CRP will be the system of record for invoices, the order information will need to be passed to the back-office ERP for invoice creation and processing. Therefore, the business process should include Lead, Opportunity, Quote, Order, and then directly into the back-office ERP system. Payment processing can be handled within the back-office system or potentially integrated back into Salesforce with appropriate consideration for data security and compliance.

27. Frage

AC Computers is getting ready to go live with automated subscription invoicing using Sales Cloud and Revenue Cloud. AC Computers' primary goal is to retire its homegrown system used for manual invoicing and migrate any outstanding bookings. The company wants to make sure there is little disruption to a customer's current invoicing schedule when it goes live with Salesforce Billing and retires the existing system.

Which three recommendations should a Solution Architect make to reduce customer impact?

Choose 3 answers

- **A. Migrate all historical payment methods from the homegrown system.**
- B. Utilize the standard user adoption reports and dashboards to track invoice data.
- **C. Provide training and enablement for end users and admins prior to go live.**
- **D. Compare invoices as produced in both systems to ensure customer invoices are as expected.**
- E. Create a release and change management process to incorporate feedback and fix issues.

Antwort: A,C,D

Begründung:

To minimize disruption during the transition to Salesforce Billing, migrating historical payment methods ensures continuity in payment processes and customer convenience. Providing comprehensive training and enablement for end users and admins is crucial for smooth adoption and effective use of the new system.

Comparing invoices from both systems helps verify accuracy and consistency, ensuring that customers receive correct billing information, thus maintaining trust and satisfaction. These steps are in line with Salesforce's best practices for system migration and adoption, emphasizing the importance of data integrity, user preparedness, and continuity in customer-facing processes during system transitions.

28. Frage

A corporate bank has decided to use a multi-cloud solution to reduce time to market, showcase a 360-degree view of the bank's business customers, and improve CSAT rating by increasing channels for customer service. The CIO has asked to run a discovery workshop with one goal: understanding existing technical dependencies within the organisation.

What should a Solution Architect recommend as the top priority to start this journey?

- **A. Plot the map of the current system landscape and identify key areas where the B2B multi-cloud solution will fit in.**
- B. Plot the process map using Universal Process Notation (UPN) through workshops involving a diverse set of stakeholders.
- C. Plot the map or the future system landscape by making assumptions about the changes needed to improve customer satisfaction.
- D. Plot what the customer is thinking, doing, and feeling at the varying stages of their experience, and connect them to interactions with the bank.

Antwort: A

Begründung:

* Plot the map of the current system landscape and identify key areas where the B2B multi-cloud solution will fit in. This is an important step to understand the existing technical dependencies within the organisation, such as datasources, integrations, applications, and platforms. It also helps to identify the gaps and opportunities for improvement that can be addressed by the B2B multi-cloud solution.

For the corporate bank embarking on a multi-cloud solution journey, mapping the current system landscape is a critical first step. This involves documenting existing systems, applications, and their interconnections to identify integration points and potential overlaps with the new B2B multi-cloud solution. Understanding the current technical ecosystem allows for the identification of key areas where Salesforce solutions can be integrated to enhance customer service, improve visibility into business customer activities, and increase customer satisfaction. This foundational analysis is essential for informed decision-making and strategic planning, ensuring that the new solutions complement and enhance the existing technical infrastructure, in line with Salesforce's recommendations for successful multi-cloud implementations.

29. Frage

Different teams at Universal Containers (UC) are experiencing challenges using their existing tools. The Sales team can only access their application from the office, the Marketing team has to manually import leads coming from the website into their campaign tool, and the Support team lacks a communication history repository between email, social networks, and calls. The website was developed by the IT team, and the Legal team is responsible for the Consent Management Platform used to meet GDPR requirements.

UC wants to improve its relationship with customers, so a digital redesign program is starting with the goal of moving to Salesforce solutions.

Which three steps are necessary to set up a program roadmap?

Choose 3 answers

- A. Identify the high-level workload capacity and planning of the IT and Legal teams.
- B. Prioritize the transformation of activities related to customers' interactions.
- C. Explain how the program contributes to the business's goals.
- D. Create project plans for each of the projects that will be on the roadmap.
- E. Prioritize the transformation of activities involving the least development.

Antwort: A,B,C

Begründung:

https://trailhead.salesforce.com/content/learn/modules/innovation_solution/innovation_solution_build_business

When setting up a program roadmap for a digital redesign program like the one Universal Containers (UC) is initiating, it's crucial to align the program with the overall business goals, understand the capacity of key teams, and prioritize customer-facing transformations. Therefore:

* A. Identify the high-level workload capacity and planning of the IT and Legal teams. This step is essential to ensure that the IT and Legal teams can support the program, considering their current workload and the additional responsibilities that the Salesforce implementation will bring, especially in terms of integrating existing systems and ensuring GDPR compliance.

* D. Prioritize the transformation of activities related to customers' interactions. Given UC's objective to improve its relationship with customers, focusing on transforming customer-facing processes first will have the most immediate and significant impact. This approach aligns with Salesforce's emphasis on customer relationship management.

* E. Explain how the program contributes to the business's goals. Linking the digital redesign program to the broader business objectives of UC ensures that the initiative has clear strategic value and helps in securing buy-in from stakeholders across the organization.

References for these points can be found in Salesforce's own documentation on best practices for digital transformation and program management, such as the Salesforce Implementation Guide and resources available on the Salesforce Trailhead platform.

30. Frage

.....

Wollen Sie, dass Ihre IT-Fähigkeiten autoritativ anerkannt werden? Die Prüfungszertifizierung der Salesforce Arch-301 zu erwerben ist eine der besten Methoden. Wir ZertSoft haben die Prüfungssoftware der Salesforce Arch-301 entwickelt, die Ihnen helfen können, die Fachkenntnisse der Salesforce Arch-301 am schnellsten zu beherrschen. Inhaltvolle Unterlagen, menschliches Layout und einjährige kostenlose Aktualisierung nach dem Kauf. Alle sind gute Unterstützungen fürs Bestehen der Salesforce Arch-301 Prüfung.

Arch-301 Online Tests: <https://www.zertsoft.com/Arch-301-pruefungsfragen.html>

Unser ZertSoft Arch-301 Online Tests gibt sich viele Mühe, um den Kandidaten den besten und effizienten Service zu bieten, Salesforce Arch-301 Zertifikatsfragen. Aber in diesem Fall würden Sie auch keinen finanziellen Verlust erleiden, denn Sie könnten eine völlige Rückerstattung aller Ihren bezahlten Gebühren genießen, Salesforce Arch-301 Zertifikatsfragen. Kaufen Sie jetzt und genießen Sie jetzt die Nutzen davon!

Bei der Kälte, Ja, es ist bitter kalt, liebe Nancy sagte Fagin und begann seine Arch-301 knöchernen Hände über dem Feuer zu wärmen, Unser ZertSoft gibt sich viele Mühe, um den Kandidaten den besten und effizienten Service zu bieten.

Salesforce Arch-301 Prüfung Übungen und Antworten

Aber in diesem Fall würden Sie auch keinen finanziellen Verlust erleiden, Arch-301 Zertifikatsfragen. Denn Sie könnten eine völlige Rückerstattung aller Ihren bezahlten Gebühren genießen, Kaufen Sie jetzt und genießen Sie jetzt die Nutzen davon!

Die Software zur Salesforce Arch-301 Zertifizierungsprüfung wird ZertSoft nach den echten Prüfungen in den letzten Jahren erforscht. Nach dem Vergleich würden Sie aber finden, dass die Schulungen zur Salesforce Arch-301 Zertifizierungsprüfung von ZertSoft eher zielgerichtet sind.

- Arch-301 Übungsfragen: Salesforce Certified B2B Solution Architect - Arch-301 Dateien Prüfungsunterlagen ☐ Suchen Sie auf www.pass4test.de ☐ nach (Arch-301) und erhalten Sie den kostenlosen Download mühelos ☐ Arch-301

Online Prüfungen

- [illegible]