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Salesforce B2B-Solution-Architect Certification Exam is a multiple-choice exam that tests the candidate's knowledge of Salesforce B2B Commerce platform, including its features, functions, and capabilities. B2B-Solution-Architect exam is divided into several sections, including designing and architecting B2B Commerce solutions, implementing B2B Commerce solutions, and optimizing B2B Commerce solutions. B2B-Solution-Architect Exam also covers topics such as data modeling, integrations, security, and scalability.

# Salesforce Certified B2B Solution Architect Exam Sample Questions (Q17-Q22):

NEW QUESTION # 17
Fabulous Flowing has been using Salesforce for 10 years and is starting to notice performance issues. The company anticipates continued growth of 15% each year. It frequently refers to data that is within the past 12 months. Currently, there are 600,000 Cases. Fabulous Flooring realizes it needs to archive some of the data, however, would like it to remain m Salesforce. The leadership team meets for an in-depth strategy and planning session every 3 years and will need reporting on the archived dat a. The Solution Architect has recommended the use of Big Objects.
What are two considerations the Solution Architect should discuss with Fabulous Flooring?
Choose 2 answers

- A. Picklist fields will need to be marked as required for indexing in the Big Object
- B. The company will need to build reports and dashboards for the strategy and planning session based on specific criteria from the dg Object.
- C. Picklist fields will need to be loaded as Text fields into the big Object.
- D. The company will need to use Async SOQL to pull the data into a subject based on specific criteria, and build reports and dashboards for the strategy and planning session.

**Answer: C,D**

Explanation:
https://developer.salesforce.com/docs/atlas.en-us.222.0.object_reference.meta/api/big_object.htm Big objects are a way to store and manage massive amounts of data on the Salesforce platform12.
Big objects support custom Salesforce Lightning and Visualforce components rather than standard UI elements3.
Big objects do not support picklist fields, so they need to be loaded as text fields into the big object2.
Big objects do not support standard SOQL queries, so they need to use Async SOQL to query data from them2.

NEW QUESTION # 18
Universal Containers (UC) currently utilizes Sales Cloud and Experience Cloud for its customers. For the next phase in its digital transformation, UC would like to enable its vast dealer network with the kinds of tools its direct Sales teams are currently using. UC is considering Partner Communities (PRM) on Experience Cloud. UC's concern at the moment is making sure that its dealer network only gets access to the opportunities they themselves bring to UC or that UC submits to the dealer to close. This is a concern for the VP of direct sales who has issues with bringing PRM in at all.
What is the initial suggestion a Solution Architect should provide to make Partner Communities work for UC?

- A. Utilize the external sharing model to differentiate the sharing models between Internal Sales users and External Communities users.
- B. Create public groups of partner companies and users at dealers, and share the opportunities using sharing rules.
- C. Create two account lookups on the opportunity, one for dealer and one for partner company, and create sharing rules to share the records.
- D. Utilize the same sharing model within the Partner Community that customers are currently using within the Customer Community.

**Answer: A**

Explanation:
According to 1, Partner Communities have access to the full sharing model, while Customer Communities can only access Sharing Sets and Sharing Groups. This means that you can use different sharing settings for your internal and external users, depending on their roles and profiles.
The external sharing model allows you to specify a default level of access for each object for your external users. You can also use criteria-based sharing rules, manual sharing, Apex managed sharing, and implicit sharing23 to grant additional access as needed.

## NEW QUESTION # 19

Universal Containers (UC) has a multi-cloud environment that includes Sales Cloud, Service Cloud, and CPQ. The environment supports multiple languages via the translation workbench. As part of a roadmap, UC is implementing B2B Commerce. As part of this project, there is a requirement to translate data stored within the Name and Description fields on the Productand Product Category objects.

What should a Solution Architect recommend to achieve this?

- A. Enable Translation Workbench.
- B. Enable Data translation for B2B Commerce.
- C. Done data records and translate.
- D. Add custom field with translations

**Answer: B**

Explanation:
To address the requirement for translating Product and Product Category object fields within B2B Commerce, enabling data translation specifically for B2B Commerce is the recommended approach. This solution allows for the localization of product information, enhancing the customer experience in different regions. By utilizing B2B Commerce's capabilities for handling multilingual content, UC can ensure that product names and descriptions are accurately translated, aligning with global commerce best practices and improving user engagement across diverse markets.

## NEW QUESTION # 20

A shipping and logistics company uses Sales Cloud, Service Cloud, and Marketing Cloud. It relies on Salesforce standard reports for its current KPIs. However, the company wants to see report trends and complex analytics. It also wants the reports to be visible to salesforce users as well as non-Salesforce users.

Which recommendation should a solution Architect make to meet the company's needs?

- A. Sales Cloud Einstein
- B. Reporting snapshots
- C. CRM Analytics
- D. Standard Dashboards

**Answer: C**

## NEW QUESTION # 21

Universal Containers (UC) currently utilizes Sales Cloud and Experience Cloud for its customers. For the next phase in its digital transformation, UC would like to enable its vast dealer network with the kinds of tools its direct Sales teams are currently using. UC is considering Partner Communities (PRM) on Experience Cloud.

UC's concern at the moment is making sure that its dealer network only gets access to the opportunities they themselves bring to UC or that UC submits to the dealer to close. This is a concern for the VP of direct sales who has issues with bringing PRM in at all. What is the initial suggestion a Solution Architect should provide to make Partner Communities work for UC?

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- C. Create two account lookups on the opportunity, one for dealer and one for partner company, and create sharing rules to share the records.
- D. Utilize the same sharing model within the Partner Community that customers are currently using within the Customer Community.

**Answer: C**

## NEW QUESTION # 22

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