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To become a Salesforce Certified B2B Solution Architect, candidates must pass a rigorous exam that covers a range of topics related to B2B solution architecture. These topics include B2B Commerce architecture, solution design and implementation, solution testing and optimization, and integration with external systems. Candidates must also demonstrate their ability to engage with stakeholders, analyze business requirements, and develop solutions that meet customer needs.

Salesforce B2B-Solution-Architect Exam covers a wide range of topics, including understanding the key components of Salesforce B2B solutions, designing and implementing solutions for complex business-to-business scenarios, and developing and testing Salesforce B2B solutions. B2B-Solution-Architect Exam also tests an individual's ability to identify and solve problems related to Salesforce B2B solutions, and to communicate effectively with stakeholders, including technical and non-technical audiences. Passing the exam demonstrates a professional's expertise in Salesforce B2B solutions, and can help them to advance their career in the field of solution architecture and consulting.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q18-Q23):

NEW QUESTION # 18

SharpField is a fast-growing company that provides SaaS for commercial service providers. SharpField has been acquiring other similar companies and plans to continue to do so for the near future.

After a recent acquisition of a company that also has a Salesforce org, the CIO wants to know the correct path forward on deciding whether to integrate the acquired companies into SharpField's existing landscape.

What should a Solution Architect recommend to the CIO to ensure the correct org strategy for SharpField going forward?

- A. Prioritize completing an in-depth org strategy analysis, focused on the Business, Technology, Governance, and Operations requirements at SharpField.
- B. Recommend a multi-org strategy and development of required integration layers to move the required shared data between instances of any and all acquired Salesforce instances.
- C. Prioritize migrating the newly acquired company to SharpField's Salesforce org first, then perform an org strategy analysis to assess the Business, Technology, Governance, and Operations requirements for any future acquisitions.
- D. Recommend a single-org strategy and development of strict processes for all acquired companies to follow.

Answer: B

NEW QUESTION # 19

Universal Containers (UC) is adding to its existing Salesforce implementation and currently uses Saks Cloud and Service Cloud. UC is looking to add Salesforce Field Service and Experience Cloud to allow its third-party contractors easier access to the data they need and to provide its customers a way to self-service.

UC has expressed interest in allowing its customers to be able to self-schedule maintenance work on their Assets. UC wants a solution to display scheduling options for the next month to its customers.

What should a Solution Architect consider in a potential solution?

- A. Lightning Web Components Calendar Module
- B. Standard Salesforce Asset Calendar
- C. Appointment-Assistant Self Service Scheduling
- D. Salesforce Scheduler

Answer: D

NEW QUESTION # 20

Universal Containers (UC) recently completed its migration to Lightning Experience, with sales users automatically moving to Lightning. This initiative was a massive undertaking by UC, as it had a tremendous amount of legacy functionality migrated over to Lightning from Classic. The CIO would like to make sure that UC is able to track adoption of the migrated functionality over from Classic to Lightning and what specifically was migrated.

Which two proposals should a Solution Architect recommend?

Choose 2 answers

- A. Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning.
- B. Provide the CIO the ability to roll back all changes once they feel Lightning is not adequate for their needs.
- C. Align with the CIO around the fact that while the functionality has been migrated, the data created between Classic and Lightning will remain exactly the same.
- D. Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards.

Answer: A,D

Explanation:

The two proposals a Solution Architect should recommend to track adoption of migrated functionality from Classic to Lightning are:

B) Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards.

C) Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning.

Tracking adoption rates and success metrics is one of the best practices for driving Lightning Experience adoption, as it allows UC to measure how well users are using the migrated functionality and identify areas of improvement or feedback. According to 2,

monitoring a change in metrics within existing reports and dashboards can also help UC evaluate the impact of Lightning Experience on their business performance and user satisfaction.

Providing a list of user stories around the new functionality can help UC communicate the benefits and value of Lightning Experience to their users and stakeholders, as well as align their expectations and goals with the migration project. According to 3, providing a gap analysis done between Classic and Lightning can also help UC understand what features or customizations are available or not available in Lightning Experience, as well as plan for any necessary changes or enhancements.

https://trailhead.salesforce.com/content/learn/modules/lex_migration_rollout/lex_migration_rollout_enabling

NEW QUESTION # 21

A Solution Architect has gathered requirements from discovery with Northern Trail Hot Tubs below:

* Northern Trail Hot Tubs sells through a B2B2C model with Dealers.

* Northern Trail Hot Tubs tracks Dealer Opportunities in Salesforce, but wishes to have more insight into the sales process from its Dealers.

* Dealers would like to be able to get custom Hot Tub pricing quickly from Northern Trail Hot Tubs without having to wait for configuration estimates to come back from Northern Trail Hot Tubs.

* Northern Trail Hot Tubs supports its Dealers and Customers directly, and Dealers would like better insight into support that their Customers receive.

Which capabilities should a Solution Architect suggest to provide to Northern Trail Hot Tub Dealers?

- A. Experience Cloud and Service Cloud for Dealers to be able to request pricing through Cases and track Customer Cases
- B. Experience Cloud and Sales Cloud for Dealers to be able to create Opportunities and add Opportunity Products
- C. Experience Cloud and Revenue Cloud for Dealers to get Quotes and view Cases
- D. B2B Commerce for Dealers to get pricing and Service Cloud for Cases

Answer: C

Explanation:

Experience Cloud can provide dealers with a self-service portal to track opportunities and support cases, while Revenue Cloud (which includes Salesforce CPQ) can enable dealers to get custom pricing and generate quotes quickly. This combination meets all the outlined requirements, providing visibility into the sales process and support activities, as well as enabling efficient quoting. Salesforce's documentation on the capabilities of Experience Cloud and Revenue Cloud supports this recommendation.

NEW QUESTION # 22

Universal Containers (UC) recently went live with a multi-cloud implement at ton consisting of Experience Cloud, Service Cloud, and Marketing Cloud Account Engagement. The UC Marketing team wants to generate Marketing Cloud Account Engagement emails using the same dynamic content that users access in Experience Cloud. They want to trigger Marketing Cloud Account Engagement emails based on certain user actions while keeping the content dynamic and configurable via a user- friendly mechanism. Which approach should a Solution Architect recommend in this case?

- A. Consider finding AppExchange packages that support this functionality on Experience Cloud and Marketing Cloud Account Engagement.
- B. Use Salesforce CMS on Experience Cloud and the new Marketing Cloud Account Engagement Lightning Email Experience.
- C. Change the data model to support sending Marketing Cloud Account Engagement email via the Experience cloud site.
- D. Build a custom application using Lightning Web Components to make the email content dynamic and configurable.

Answer: B

NEW QUESTION # 23

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