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Salesforce B2B-Solution-Architect exam is a certification test designed for professionals who are interested in becoming experts in Salesforce's B2B solutions. Salesforce Certified B2B Solution Architect Exam certification validates the skills and knowledge of individuals who want to design, implement, and optimize B2B solutions on the Salesforce platform. B2B-Solution-Architect Exam is intended for experienced architects, consultants, and developers who specialize in the B2B domain and have at least two years of experience working with Salesforce.

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The Salesforce Certified B2B Solution Architect Exam certification exam focuses on several key areas, including B2B Commerce architecture, data modeling, integration, and security. Candidates will need to demonstrate their mastery of these concepts by passing a rigorous exam that covers a range of topics related to B2B Commerce.

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

NEW QUESTION # 58

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 # 59

Refer to the images below:

As part of its solution to accelerate overall sales, Universal Containers (UC) has chosen to implement a CPQ solution using Salesforce CPQ. As part of the CPQ solution, there is a requirement to retain UC's ERP as the Pricing and Product master. UC's business process results in Products and Pricing being updated sporadically once a week, and then on a much larger scale on a monthly basis, which could result in a large amount of records that need to be updated in Salesforce.

Which strategy should the Solution Architect choose to handle this scenario?

- A. Option 6, utilizing Process Builder and Platform Events to communicate with the external services Subscriber Listener
- B. Option A, utilizing a VF/Lightning component in combination with an Apex Controller to make a REST call to the external service
- C. Option C, utilizing a VF/Lightning component in combination with an Apex Controller to make a call utilizing the Streaming API
- D. Option D, utilizing an external ETL tool to batch load the records into Salesforce

Answer: D

NEW QUESTION # 60

Universal Containers uses an ERP as system of record (SOR) for its product data, and Sales Cloud and Revenue Cloud for its sales data. The Product data must be synced with Salesforce so that sales representatives can add the products to their Opportunities and

Quotes. As Products are deactivated within the ERP, they should no longer be available. Since Sales Cloud is the SOR for Opportunities and Revenue Cloud is the SOR for Quotes, the Solution Architect has been asked to come up with an archiving strategy that preserves Opportunity and Quote data related to these deactivated products in Salesforce for historical reference. What should a Solution Architect recommend to manage the deactivation of the Products and archiving of the Saks data?

- A. Deactivate the Product in Salesforce once it is deactivated in the ERP. Mark the Opportunity and Quote data in Salesforce as inactive so they do not show up in reporting.
- B. Deactivate the Product in Salesforce once it is deactivated in the ERP. Archive the Opportunity and Quote data in a third-party system and bring back into Salesforce as External Objects.
- C. Delete the Product in Salesforce once it is deactivated in the ERP. Archive the Opportunity and Quote data in a third-party system and bring back into Salesforce as External Objects.
- D. Remove the Product from active Opportunities and Quotes. Archive the Opportunity and Quote data in a third-party system and bring back into Salesforce as External Objects.

Answer: A

Explanation:

Deactivating products in Salesforce aligns with the ERP's status, maintaining data integrity without losing historical data. Marking related Opportunity and Quote data as inactive preserves historical records for reference without affecting active reporting, ensuring compliance with data retention policies and supporting accurate data analysis and decision-making.

NEW QUESTION # 61

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

Answer: A,B

NEW QUESTION # 62

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

Answer: D

NEW QUESTION # 63

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