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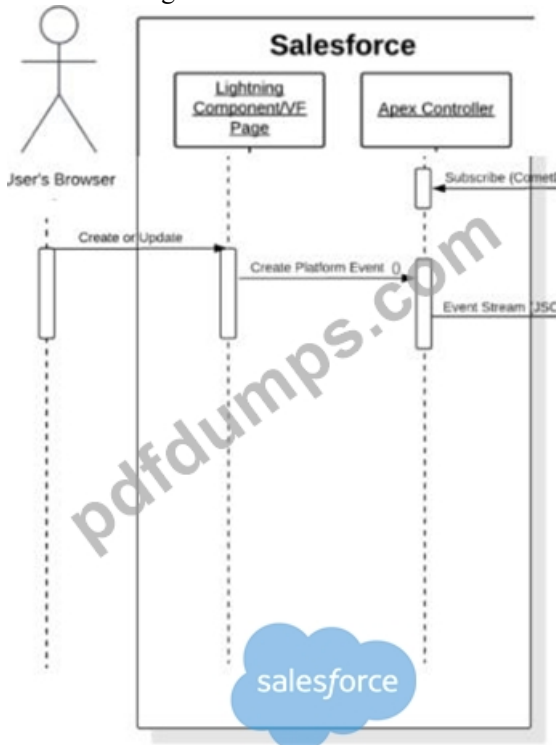
NEW QUESTION # 48
Northern Trail Outfitters (WTO) has around 500,000 active customers stored m the Account object. NTO gets an average of two orders per customer each month from both internal and online sales channels. NTO is expecting growth of 15% year-over-year (YoY). Various NTO users have recently started complaining about slower performances while accessing order information or running reports. NTO customers are also teeing slower responses while accessing their order history on B2B Commerce.
Which two options should a Solution Architect consider to improve performance' Choose 2 answers

- A. Create a custom component to display all order information.
- B. Develop an archiving strategy around order records from Salesforce based on a criteria that works with customer.
- C. Enable reporting snapshots to store summarised information.
- D. Use external objects instead of standard B2B Commerce Order object.

Answer: B,C

NEW QUESTION # 49
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 A, utilizing a VF/Lightning component in combination with an Apex Controller to make a REST call to the external service
- B. Option D, utilizing an external ETL tool to batch load the records into Salesforce

- C. Option 6, utilizing Process Builder and Platform Events to communicate with the external services Subscriber Listener
- D. Option C, utilizing a VF/Lightning component in combination with an Apex Controller to make a call utilizing the Streaming API

Answer: B

NEW QUESTION # 50
Universal Containers (UC) is undergoing a full digital transformation and has chosen Salesforce as one of the main components. UC will use Sales Cloud for online activities, CPQ for quote generation and renewals. B2B Commerce for online orders through its partnerships and vendors, an external ERP for fulfillment and invoicing, and Marketing Cloud for customer outreach. UC wants to create fluidity between the entire application landscape, and an integration between systems is required.
The application is expected to be able to generate an order based on any of the channels outlined above, and be utilized in UC's outreach to its customers.
Where should a Solution Architect recommend the system of record (SOR) be for all orders going forward?

- A. B2B Commerce Order Object
- B. In the ERP Order Object
- C. Salesforce Custom Object
- D. Salesforce Order Object

Answer: B

Explanation:
For Universal Containers (UC), maintaining the system of record (SOR) for all orders in the ERP Order Object is the most strategic approach, especially given the ERP's role in fulfillment and invoicing. This ensures that the ERP remains the authoritative source for order data, providing a single point of truth for financial transactions and order management. Integrating Salesforce clouds with the ERP allows for seamless data flow and operational efficiency, supporting UC's digital transformation goals while leveraging the ERP's robust capabilities for order processing and financial management.

NEW QUESTION # 51
AW Heat &. Cooling is a mid-sized manufacturing company that sells special purpose heating and cooling solutions. Sales have declined significantly, and analysis shows that customers are leaving due to long turnaround times for quotes, lack of flexibility, and confused salespeople that do not understand their customers and do not collaborate with each other. The company wants to streamline and improve the customer experience from end to end, including new communication channels and digital self-service offerings.
How should the Solution Architect arrange the roadmap to implement the company's stated priorities?

- A. Start with Service Cloud and Revenue Cloud, followed by Experience Cloud and, later, Sales Cloud.
- B. Fast-track Service Cloud followed by Sales Cloud, Revenue Cloud, and, later, Experience Cloud.
- C. Develop a comprehensive solution that includes Sales Cloud, Revenue Cloud, Service Cloud, and Experience Cloud as a basic version from the start.
- D. Start with Sales Cloud and Revenue Cloud, followed by Service Cloud and, later, Experience Cloud.

Answer: B

Explanation:
Fast-track Service Cloud followed by Sales Cloud, Revenue Cloud, and, later, Experience Cloud. Service Cloud should be implemented first in order to quickly improve the customer experience. This should be followed by Sales Cloud and Revenue Cloud, which will allow the company to better manage customer relationships and revenue. Finally, Experience Cloud should be implemented to provide additional channels of communication and digital self-service offerings.
https://admin.salesforce.com/blog/2021/new-ideas-on-the-product-roadmap-admins-will-love

NEW QUESTION # 52
P&C Hardware is a large manufacturer of computer components and already has an extensive Salesforce technology stack including MuleSoft, Sales Cloud, Service Cloud, and Field Service, as well as Shield capabilities. P&C Hardware is in the process of launching an online store based on Salesforce technology that's supposed to go live in 6 weeks. P&C Hardware needs to analyze performance to identify bottlenecks and optimize the configuration using its agile process with weekly releases. So far, P&C

Hardware has covered similar requirements for other technologies using a third-party monitoring and alerting tool it deployed in the cloud.

What are two viable options a Solution Architect should explore in more detail with the client?

Choose 2 answers

- A. Leverage Shield Event Monitoring in combination with the CRM Analytics Event Monitoring app as a simple out-of-the-box solution.
- B. Leverage Shield Event Monitoring and MuleSoft to provide monitoring data to the third-party monitoring and alerting solution that's already in place at P&C Hardware.
- C. Leverage Shield Event Monitoring in conjunction with the Salesforce Debug Logs, and establish a regular review process for the Operations and Administration team.
- D. Leverage the B2B Commerce built-in performance monitoring dashboard to analyze performance in near real time.

Answer: B,C

NEW QUESTION # 53

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