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Salesforce Certified B2B Solution Architect Sample Questions (Q51-Q56):

NEW QUESTION # 51
Universal Containers (UC) is about to undergo its first release of its digital transformation initiative across clouds like Sales Cloud, B2B Commerce, Marketing Cloud Account Engagement, Experience Cloud, and MuleSoft. UC recently developed its Center of Excellence (CoE) model and is working on how to make sure its developers and administrators can go through a continuous release cycle. The product owner would like to make sure no work is overridden in sandboxes or production.
What is the first thing a Solution Architect should recommend within UC's DevOps setup?

- A. Make sure the developers all have access to the CLI so that they can package and push their changes to the next

environment.
- B. Set up a source control based development process that's understood and followed by administrators and developers.
- C. Appoint a release manager who will set up the required environments and automated deployments in tandem with a source control based development process.
- D. Appoint a release manager who will keep track of all changes made and which changes have been deployed to the QA, SIT, and UAT environments as part of the sprint.

Answer: B

Explanation:
Salesforce DevOpsis a set of practices designed to help teams build, test, and release software faster and more reliably. It stems from the need to combine the responsibilities of both software development teams ('Dev') and operations teams ('Ops').
Salesforce DevOps Center is a new feature that enables admins and developers to manage releases and collaborate on a single set of configuration and code using an elegant point-and-click interface. It also integrates with version control, automates workflows, and releases withconfidence using CI tools and the Metadata API.
Therefore, a Solution Architect should recommend setting up a source control based development process that' s understood and followed by administrators and developers. This way, UC can ensure that no work isoverridden in sandboxes or production, as well as improve team collaboration, code quality, and deployment speed.
https://www.salesforceben.com/salesforce-devops/

NEW QUESTION # 52
A Solution Architect was asked by AC Computers to provide solution recommendations for a rebate enrollment and management solution on Salesforce. The primary goal and requirement is to easily launch rebate programs for partners that an administrator can implement and manage in Salesforce. AC Computers currently uses Sales Cloud, Salesforce CPQ, and Experience Cloud to expose opportunity and quote information to partners.
Based on the business requirements, which solution should the Solution Architect recommend?

- A. Implement Salesforce Service Contracts with lineitems to track rebate accruals and expose the data in the Experience Cloud site.
- B. Implement B2B Commerce on Lightning Experience to track rebates and expose the data in the Experience Cloud site.
- C. Implement Salesforce Rebate Management Module and expose the data in the Experience Cloud site.
- D. Implement a custom solution to track rebates, accruals, and actuals and expose the data in the Experience Cloud site.

Answer: C

Explanation:
This solution can help AC Computers easily launch rebate programs for partners that an administrator can implement and manage in Salesforce. Rebate Management is a new module that integrates out-of-the-box into any Salesforce product and gives all employees and channel partners visibility into rebate programs2. It also automates, scales and leverages AI-driven insights for better and faster decisions1. Rebate Management can be exposed in the Experience Cloud site using custom components or standard objects4.
https://www.salesforce.com/products/manufacturing-cloud/rebate-management/ Salesforce Rebate Management is a managed package that enables companies to create, manage, and track rebates in Salesforce. With this solution, administrators can easily set up and manage rebate programs, track accruals and actuals, and generate detailed reports. Exposing the data in the Experience Cloud site will allow partners to view and track their rebate status, further enhancing the rebate management process.
Reference: Salesforce Help - Salesforce Rebate Management Overview.

NEW QUESTION # 53
AC Computers has decided to extend its existing Sales Cloud solution by implementing Service Cloud and Marketing Cloud Account Engagement. AC Computers has defined two different work streams for Service Cloud and Marketing Cloud Account Engagement and wants each workstream to work iteratively in separate sandboxes and migrate to a single sandbox for UAT and integration testing. With the multiple workstreams, AC Computers needs a more rigorous change management process and an audit process.
Which two options should AC Computers consider to support both implementation workstreams?
Choose 2 answers

- A. Use scratch orgs and continuous deployment tools to merge the workstream builds.
- B. Use a version control system and CLI-based deployment tools to merge the workstream builds.
- C. Use multiple development sandboxes and merge the workstream builds using change sets.
- D. Use package-based deployments and scratch orgs to merge the workstream builds.

Answer: A,B

Explanation:
Version control systems with CLI-based deployment tools (B) and scratch orgs with continuous deployment tools (C) offer robust mechanisms for managing multiple development streams. These methods support iterative development, ensure best practices in code integration, and facilitate a smooth transition to UAT and production environments by maintaining code integrity and reducing integration conflicts.

NEW QUESTION # 54

Universal Containers (UC) has its product and primary pricing in an ERP. For data consumption to other systems, the ERP is integrated to a separate third-party data warehouse. The cart-to-quote process is supported by Salesforce's multi-cloud solution spanning Sales Cloud, CPQ, and B2B Commerce.

The sales process is structured so that the customers add products to the cart through the Storefront and request a quote from UC's sales representatives. The representatives can work on the quote in CPQ and push back the updated pricing to the Storefront. The overall pipeline is tied back to opportunities and opportunity products for forecasting.

Where does UC house the system of record for its sales process?

- A. Salesforce CPQ
- B. Salesforce Sales Cloud
- C. Third-party data warehouse
- D. Salesforce B2B Commerce

Answer: B

Explanation:
Salesforce Sales Cloud is the system of record for the sales process because it contains information about opportunities and opportunity products, which are used for forecasting and reporting. It also integrates with other clouds such as B2B Commerce and CPQ to support the cart-to-quote process.
https://help.salesforce.com/s/articleView?id=icx_b2c_crosscloudengagement_systems_of_record.
htm&language=en_US&type=5
In the described sales process, Salesforce Sales Cloud serves as the system of record. This is because the overall pipeline, including opportunities and opportunity products, which are central to forecasting and sales management, is managed within Sales Cloud. While CPQ and B2B Commerce play crucial roles in quoting and online purchasing respectively, and the ERP system houses product and primary pricing information, it is Sales Cloud that integrates these elements to provide a comprehensive view of the sales pipeline and performance. This alignment with sales processes makes Sales Cloud the authoritative source for sales-related data and activities, aligning with Salesforce's best practices for sales management and forecasting.

NEW QUESTION # 55

Universal Containers is in the process of implementing CPQ and Billing while integrating with ERP for order fulfillment. The Development team is looking to gather regular feedback from the business stakeholders through each sprint. Also, supporting an Agile methodology, they have agreed on a reasonable amount of flexibility in requirements during the course of the project.
Which area should a Solution Architect look to receive feedback on at the earliest?

- A. Invoice capabilities in ERP to accommodate billing
- B. Product and Pricing structure setup in CPQ
- C. Pricing sync between CPQ and ERP
- D. Modifications required to ERP for integration purposes

Answer: B

Explanation:
it is important to set up the product and pricing structure in CPQ correctly and align it with the business requirements and expectations. This can affect how products are configured, quoted, priced, and ordered in CPQ and Billing, as well as how they are integrated with ERP for order fulfillment12. Getting feedback on this area early can help avoid rework or errors later.
https://help.salesforce.com/s/articleView?id=blng_overview.htm&language=en_US&type=5 Getting feedback on the Product and Pricing structure setup in CPQ should be the earliest focus. This is foundational to the CPQ process and dictates how pricing sync, discounting, and ultimately invoicing will function. Early validation with business stakeholders ensures that the CPQ solution meets business requirements and can integrate seamlessly with ERP systems. Salesforce's best practices in CPQ implementation stress the importance of early stakeholder engagement, particularly around pricing strategies and product catalog setup.

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