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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q31-Q36):

NEW QUESTION # 31
Universal Containers (UC) is currently utilizing Salesforce Revenue Cloud, Service Cloud, and Field Service for its internal Sales teams, call center, and field service teams. The field service team has asked for new data visibility around Sales and Service data because customers in the field will often ask about sales orders that typically exist within Revenue Cloud.
What is an immediate consideration a Solution Architect should provide regarding giving this kind of data access?

- A. Provide the field service team with CPQ licenses to view Order data.
- B. Generate a new permission set that grants access to the Order object and assign it to the field service users.

- C. Provide the field service team with a Sales Cloud license to view Order data.
- D. Generate a new profile that grants access to the Order object and assign it to the field service users.

Answer: B

Explanation:
Creating a permission set that grants field service users access to the Order object is a granular and secure way to provide the necessary data visibility. This allows for precise control over which users have access to order data without impacting other profiles or requiring additional licenses. Salesforce's permission set documentation provides guidelines on how to grant specific access rights to users, ensuring they have the information needed to perform their job functions effectively.

NEW QUESTION # 32

Universal Containers (UC) needs to provide a portal for its customers to order spare parts for the equipment that has been sold to them. Spareparts orders are fulfilled in uC's ERP system and need to be integrated with the solution. Order status would need to be reflected in the solution. Additionally, m the future, UC wants this order integration scaled to additional applications. UC also needscustomers to be able to schedule appointments for service for their equipment.
Which products should a Solution Architect recommend implementing to meet these requirements?

- A. B2B Commerce. Salesforce Field Service, Experience Cloud, and Meroku
- B. B2B Commerce. Salesforce Field Service, Experience Cloud, and MuleSoft
- C. B2B Commerce, Salesforce Field Serv.ee, Experience Cloud, and Sales Cloud
- D. B2B Commerce, Service Cloud, Experience Cloud, and Salesforce Connect

Answer: B

Explanation:
B2B Commerce is a solution that allows you to create ecommerce websites for your business customers1.
Salesforce Field Service is a solution that allows you to manage your field service operations, such as scheduling appointments, dispatching technicians, and tracking assets2.
Experience Cloud is a solution that allows you to create digital experiences for your customers, partners, and employees using templates and components2.
MuleSoft is a solution that allows you to integrate data from different systems using APIs34.
To fulfill Universal Containers' requirement for a customer portal to order spare parts and schedule service appointments, the combination of B2B Commerce, Salesforce Field Service, and Experience Cloud, integrated with MuleSoft, offers a comprehensive solution. B2B Commerce enables a self-service ordering platform for spare parts, while Salesforce Field Service facilitates the scheduling and management of service appointments. Experience Cloud provides the framework for building a customer-facing portal that integrates these functionalities. MuleSoft serves as the integration layer to connect these Salesforce solutions with UC's ERP system, ensuring seamless data flow and order fulfillment processes. This architecture supports scalability for future integrations, aligning with Salesforce's best practices for building connected and customer-centric solutions.

NEW QUESTION # 33

UC Foods, a global manufacturing organisation, builds and sells a variety of food processing equipment on its B2B Commerce site.
Customers often tailor their equipment by selecting from several product variants. Depending on the options selected, an order will sometimes require manual intervention by a sales person to determine the price for the customized piece of equipment.
Once the machines have been purchased, each machine comes with a 1-year warranty, which entitles the customer to quarterly visits to inspect and perform maintenance on the machines to keep them in proper working order.
How can a Solution Architect use a multi-cloud solution to address the needs of the organization to efficiently support the selling of equipment and planning of quarterly visits for the machines?

- A. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Field Service Maintenance Plans.
- B. Use the B28 Commerce aggregated product or dynamic kits to drive the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.
- C. Use a third-party plugin configurator to support the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Field Service Maintenance Plans.
- D. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then automatically create a case when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.

Answer: A

NEW QUESTION # 34
The Northern Trail Outfitters (NTO) sales department currently uses Sales Cloud for its Sales team. The management team decided that the Sales team needs to start creating quotes based on the input from the finance department. NTO would like to implement quotes, contracted pricing, and invoicing for its customers. Invoicing will be done based on an agreed billing cycle. The finance department would like to see a report on the invoices sent and track the details of the payments received. NTO also has a need for partners to be able to self-service their pipeline and quoting through a portal.
NTO's internal team decided to use Revenue Cloud and Experience Cloud as its solution.
What should a Solution Architect recommend as NTO begins its implementation?

- A. Select an AppExchange product focused on contract lifecycle management.
- B. Advise the client to start with Experience Cloud.
- C. Develop an architectural plan to incorporate Revenue Cloud and Experience Cloud.
- D. Advise the client that Revenue Cloud is the starting point.

Answer: C

Explanation:
Revenue Cloud is a product suite that enables businesses to streamline their revenue processes, such as quoting, contracting, billing, and invoicing. It also allows businesses to create new revenue streams and improve revenue efficiency.
Experience Cloud is a digital experience platform that allows businesses to create personalized and connected sites and portals for their customers, partners, and employees. It also enables businesses to leverage their CRM data in Salesforce and integrate with other services.
implementing Revenue Cloud and Experience Cloud can provide many benefits for businesses, such as faster and easier buying process, better visibility of revenue performance, increased customer satisfaction and loyalty, and enhanced partner collaboration.
Therefore, a Solution Architect should recommend developing an architectural plan to incorporate Revenue Cloud and Experience Cloud for NTO's implementation. This way, NTO can leverage both products' capabilities to meet its needs for quotes, contracted pricing, invoicing, reporting, payments tracking, and partner self-service.
https://www.salesforce.com/products/cpq/overview/
https://www.salesforce.com/news/stories/introducing-revenue-cloud/

NEW QUESTION # 35
Universal Containers (UC) acquired two companies. As part of its transformation and consolidation program, UC needs to bring all of its disparate partner strategies together and see what can be combined across all of its indirect sales channels. Each company currently has its own Salesforce environment utilizing Sales Cloud and Experience Cloud for Partners. Each company also follows its own unique business processes for partners.
However, UC has recently developed a new vision and journey focused on a single indirect channel with a single Salesforce environment aligned to its corporate strategy.
Given UC's new journey for engaging its indirect channel, what are the next two steps the Solution Architect should recommend?
Choose 2 answers

- A. Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell-with model within the new Partner Communities.
- B. Identify the need for multiple PartnerCommunities by Indirect Sales Channel with branding and content specific to each channel.
- C. Tell the stakeholders to focus on having a single Partner Community across all channels with a singular branding.
- D. Completely unify all the channel strategies under the acquiring company's brand and strategy.

Answer: A,D

Explanation:
To align the partner strategies of the acquired companies with UC's new vision for a single indirect channel, the Solution Architect should recommend:
* A. Completely unify all the channel strategies under the acquiring company's brand and strategy. This ensures a cohesive approach and aligns with the goal of a unified partner strategy.
* C. Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell- with model within the new Partner Communities. This facilitates collaboration between direct and indirect sales channels, leveraging the strengths of both to drive sales in the unified environment.

References to these strategies can be found in Salesforce's best practices for managing partner relationships and communities, as detailed in Salesforce Partner Community documentation.

NEW QUESTION # 36

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