

B2B-Solution-Architect Prüfungsinformationen, B2B-Solution-Architect Fragen&Antworten



B2B Solution Architect Practice Test

Salesforce B2B Solution Architect- Certification offered by the Salesforce. Since you want to comprehend the B2B Solution Architect Question Bank, I am assuming you are already in the manner of preparation for your B2B Solution Architect Certification Exam. To prepare for the actual exam, all you need is to study the content of this exam questions. You can recognize the weak area with our premium B2B Solution Architect practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to increase your confidence to pass the Salesforce B2B Solution Architect certification with a better score.



Salesforce Certified B2B Solution Architect

1

BONUS!!! Laden Sie die vollständige Version der ITZert B2B-Solution-Architect Prüfungsfragen kostenlos herunter:
<https://drive.google.com/open?id=1M9RouNjAznKM8v8nc7OiYFuXQOReBkZ>

Jeder Kandidat der Salesforce B2B-Solution-Architect Zertifizierungsprüfung ist sich darüber klar sein, dass Salesforce B2B-Solution-Architect Zertifizierung eine wichtige Rolle in seinem Leben darstellt. Wir stellen den Kandidaten die Simulationsfragen und Antworten mit ultra-niedrigem Preis und hoher Qualität zur Verfügung. Unsere Produkte sind kostengünstig und wir bieten einen einjährigen kostenlosen Update-Service. Unsere Schulungsunterlagen zur Salesforce B2B-Solution-Architect Zertifizierung sind alle leicht zugänglich. Unsere Website ist ein erstklassiger Anbieter in Bezug auf die Antwortenspeicherung. Wir haben die neuesten und genauesten Schulungsunterlagen, die Sie brauchen.

Auf der Webseite ITZert können Sie sich mühlos auf die Salesforce B2B-Solution-Architect Zertifizierungsprüfung vorbereiten und auch manche häufig vorkommenden Fehler vermeiden. Unsere Berufsgruppe aus gut ausgebildeten und erfahrenen IT-Eliten haben die Entwicklungen der ständig veränderten IT-Branche untersucht und erforscht, dann schließen Sie die Fragenkataloge zur Salesforce B2B-Solution-Architect Zertifizierungsprüfung für ITZert zusammen. Diese Salesforce B2B-Solution-Architect Fragenkataloge verfügen über hohe Genauigkeit und Autorität. ITZert wird Ihre beste Wahl sein!

>> **B2B-Solution-Architect Prüfungsinformationen** <<

B2B-Solution-Architect Übungsfragen: Salesforce Certified B2B Solution Architect Exam & B2B-Solution-Architect Dateien Prüfungsunterlagen

ITZert zusammengestellt Salesforce B2B-Solution-Architect mit Original-Prüfungsfragen und präzise Antworten, wie sie in der

eigentlichen Prüfung erscheinen. Eine der Tatsachen Sicherstellung einer hohen Qualität der Salesforce Certified B2B Solution Architect Exam-Prüfung ist die ständig und regelmäßig zu aktualisieren. ITZert ernannt nur die besten und kompetentesten Autoren für ihre Produkte und die Prüfung ITZert B2B-Solution-Architect zum Zeitpunkt des Kaufs ist absoluter Erfolg.

Die Salesforce B2B-Solution-Architect Zertifizierungsprüfung richtet sich an Fachkräfte, die mindestens zwei Jahre Erfahrung in der Gestaltung und Umsetzung von B2B-Lösungen mit der Salesforce-Plattform haben. Die Kandidaten müssen ein starkes Verständnis für die Salesforce-Architektur, Datenmodellierung und Integrationsmethoden haben. Zusätzlich sollten sie Erfahrung in der Arbeit mit großen Unternehmenskunden und komplexen Geschäftsanforderungen haben.

Um ein von Salesforce zertifizierter B2B-Lösungsarchitekt zu werden, müssen die Kandidaten eine 60-Fragen-Multiple-Choice-Prüfung bestehen, die verteilt und zeitlich festgelegt ist. Die Prüfung wurde entwickelt, um das Verständnis des Kandidaten für B2B-spezifische Salesforce-Funktionen und deren Fähigkeit zu Architekten von Lösungen zu testen, die den besonderen Bedürfnissen von B2B-Organisationen entsprechen. Die Kandidaten müssen außerdem über eine Salesforce-zertifizierte Systemarchitektin oder Salesforce-Zertifizierung von Certified Application Architect verfügen, bevor sie die B2B-Lösungs-Architekt-Prüfung ablegen können.

Salesforce Certified B2B Solution Architect Exam B2B-Solution-Architect Prüfungsfragen mit Lösungen (Q30-Q35):

30. Frage

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

Antwort: A

Begründung:

Salesforce CPQ is an extension of the Salesforce CRM that automates the generation and processing of quotes, orders, and contracts. It enables your sales team to create quotes quickly and with minimal errors and efforts.

Salesforce CPQ can be integrated with ERP systems by converting Salesforce CPQ lead-to-order data into transactional data. This allows ERP systems to take over matching data and use it for accounting functions.

an external ETL tool can be used to batch load the records into Salesforce from the ERP system. This can handle large amounts of records that need to be updated sporadically or on a monthly basis.

<https://www.rapidonline.com/blog/salesforce-cpq-data-integration-increase-sales>

<https://www.salesforce.com/products/cpq/resources/what-is-salesforce-cpq/>

31. Frage

Universal Containers (UC) is evaluating Salesforce for a Lead to Invoice solution, as its current process for getting payments from customers as incredibly laborious. UC knows now its current invoice process runs through its back-office ERP, and is unsure how it would work within a front-office tool going from a lead all the way to an invoice. UC is looking to purchase Revenue Cloud, Sales Cloud, Marketing Cloud Account engagement, and MuleSoft to work with its CRP. The CIO also wants to make sure UC is utilizing the data across these clouds in the most automated way possible without a lot of manual data intervention as is required today within its back-office CRP. What should the steps in the business process look like when creating a multi-cloud Lead to Invoice solution in Salesforce if UC's CRP will be the system of record for invoices?

- A. Opportunity, Quote, Invoice, Payment, CRP
- B. Lead, Quote, Opportunity, Order, Invoice, ERP, Payment
- C. Lead, Opportunity, Quote, Order, Invoice, Payment, ERP
- **D. Lead, Opportunity, Quote, Order, ERP**

Antwort: D

Begründung:

This option would follow the lead-to-invoice process that Salesforce Billing supports², which involves creating an invoice from an order and then sending it to the ERP system for payment processing. This option would also leverage Revenue Cloud and Sales Cloud features such as CPQ and Billing to automate and streamline the quoting and invoicing process.

Since UC's CRP will be the system of record for invoices, the order information will need to be passed to the back-office ERP for invoice creation and processing. Therefore, the business process should include Lead, Opportunity, Quote, Order, and then directly into the back-office ERP system. Payment processing can be handled within the back-office system or potentially integrated back into Salesforce with appropriate consideration for data security and compliance.

32. Frage

A Solution Architect is working with Northern Trail Outfitters' Sales and Services team. They are currently evaluating how many environments they need to procure. As part of a preliminary review, it was identified that although the different business units were happy working in separate environments, there is a requirement to know each other's transactions.

Which two requirements would make the Solution Architect recommend a Single org over a multi-org strategy?

Choose 2 answers

- A. Global case management across lines of business
- **B. Access to shared lines of business data**
- **C. Collaboration between lines of business**
- D. Simple security architecture across lines of business

Antwort: B,C

Begründung:

A) Collaboration between lines of business. According to 1 and 2, having a single-org architecture can facilitate collaboration between different lines of business by allowing them to share data, processes, workflows, reports, dashboards, etc. This can improve communication, efficiency, and productivity across the organization.

D) Access to shared lines of business data. According to 1 and 3, having a single-org architecture can enable access to shared data across different lines of business by using common objects, fields, records, etc. This can improve data quality, consistency, and visibility across the organization.

33. Frage

Universal Containers (UC) currently has Sales Cloud for its direct Sales team and is about to implement Revenue Cloud for them as well. UC is also bringing in Experience Cloud for its indirect Sales team which will integrate with Sales Cloud and Revenue Cloud. The CIO would like to make sure they are working from a single operating model when it comes to defining their cross-departmental process and data utilization. The CIO wants to make sure there is no duplication of any data or processes that will require data hygiene constantly because of duplicative efforts.

What are the two initial questions a Solution Architect should ask the business in order to select the right operating model for business process standardization?

Choose 2 answers

- **A. Is the data shared between the direct Sales team and indirect Sales team?**
- B. How critical are the business processes?
- **C. Are the processes the same for the direct Sales team and indirect Sales team?**
- D. Can the direct Sales team use the standard functionality?

Antwort: A,C

Begründung:

According to SOGAF Operating Models¹, an operating model has two dimensions: business process standardization and business process integration. Business process standardization refers to how similar or different are the processes across different units of an organization, such as direct and indirect sales teams.

Business process integration refers to how much data is shared across different units of an organization, such as direct and indirect sales teams.

By asking these two questions, a Solution Architect can determine which of the four types of operating models (coordination, diversification, replication, or unification) best suits Universal Containers' needs for cross-departmental process and data utilization¹. To select the right operating model, the Solution Architect should ask:

- * C. Are the processes the same for the direct Sales team and indirect Sales team? Understanding if the sales processes differ significantly between teams will influence the design of the operating model.
- * D. Is the data shared between the direct Sales team and indirect Sales team? Knowing how data is shared helps to determine the extent to which systems need to be integrated and whether data duplication can be avoided.

34. Frage

Universal Containers (UC) is looking to implement a CPQ + B2B Commerce multi-cloud solution and use the CPQ B2B Commerce Connector to keep the two in sync. As part of this implementation, UC is looking to be able to have a streamlined product and pricing experience. As UC would like to sell product kits with tiered pricing through the self-service storefront, it would like to ensure this model can be supported effectively.

Which two considerations should a Solution Architect keep in mind for the implementation?

Choose 2 answers

- **A. On the CPQ 826 Commerce Connector, the default mapping of tiered pricing in 826 Commerce is to Discount Schedules in CPQ.**
- **B. for supporting kits in the B2B Commerce Storefront, they need to create equivalent bundle products on the CPQ side.**
- C. It is important to ensure the Price Rules run for Quotes initiated via 628 Commerce Storefront to maintain consistency in business rules being applied.
- D. For the described multi-cloud solution, it is a best practice to set the CPQ precision to two decimal points.

Antwort: A,B

Begründung:

The CPQ B2B Commerce Cloud Connector is an unmanaged package from Salesforce Labs that allows B2B Commerce and CPQ customers to configure or customize functionality¹2. It syncs products, pricing, quote requests, and orders in both clouds¹2.

For supporting kits in the B2B Commerce Storefront, they need to create equivalent bundle products on the CPQ side³. A kit is a product that contains other products as components³. A bundle is a product that has one or more options that can be added or removed by a user⁴. The connector maps kits to bundles using a custom field called Kit ID on both objects³.

On the CPQ 826 Commerce Connector, the default mapping of tiered pricing in 826 Commerce is to Discount Schedules in CPQ⁵. Tiered pricing lets you set different prices for different quantities of a product⁵. Discount schedules let you apply discounts based on quantity or amount ranges for a product. The connector maps tiered prices to discount schedules using a custom field called Tiered Price ID on both objects⁵.

35. Frage

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Jeder IT-Fachmann bemüht sich darum, entweder befördert zu werden oder ein höheres Gehalt zu beziehen. Das ist der Druck unserer Gesellschaft. Wir sollen uns mit unseren Fähigkeiten beweisen. Legen Sie bitte die Salesforce B2B-Solution-Architect Zertifizierungsprüfung ab. Eigentlich ist sie nicht so schwer wie man gedacht, solange Sie geeignete Dumps wählen. Die Dumps zur Salesforce B2B-Solution-Architect Zertifizierung von ITZert sind die besten Dumps. Mit ihr können Sie etwas erzielen, wie Sie wollen.

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