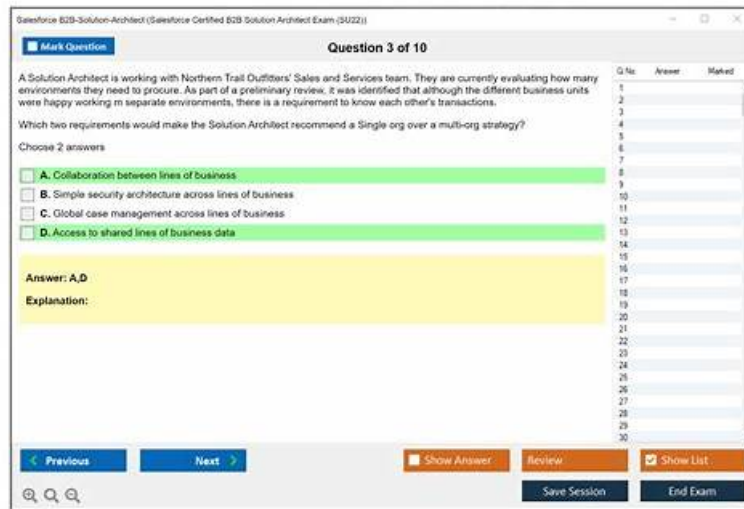# Test B2B-Solution-Architect Cram - Salesforce Certified B2B Solution Architect Exam Realistic Latest Exam Fee Pass Guaranteed Quiz

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Salesforce B2B-Solution-Architect certification is a valuable credential that can help professionals advance their careers in the Salesforce ecosystem. Salesforce Certified B2B Solution Architect Exam certification demonstrates that a candidate has a deep understanding of Salesforce technologies and can design and implement solutions for B2B clients. Salesforce Certified B2B Solution Architect Exam certification can help professionals attract higher-paying jobs, get promoted to leadership roles, and stand out in a competitive job market.

Salesforce B2B-Solution-Architect Exam is a certification exam designed to validate the skills and knowledge of individuals in the role of a B2B Solution Architect. B2B-Solution-Architect exam is a part of the Salesforce Architect certification program and is specifically designed for professionals who work with Salesforce B2B Commerce Cloud solutions. B2B-Solution-Architect exam is designed to test the knowledge and skills of a B2B solution architect in areas such as commerce, sales, marketing, and customer service.

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Salesforce Certified B2B Solution Architect certification is a rigorous exam that requires a deep understanding of Salesforce's B2B offering, including Sales Cloud, Service Cloud, and Marketing Cloud. B2B-Solution-Architect Exam covers a range of topics,

including B2B data modeling, account hierarchies, lead and opportunity management, CPQ (Configure, Price, Quote) solutions, and B2B marketing automation. Candidates must demonstrate their ability to architect solutions that fit the unique needs of B2B organizations, including complex sales processes, complex pricing models, and complex account hierarchies.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q12-Q17):

NEW QUESTION # 12

Universal Containers (UC) uses Sales Cloud, Service Cloud, and Experience Cloud. The implementation was completed 5+ years ago, and Service Cloud users are now expressing dissatisfaction with system performance. A custom Visualforce page was developed to show relevant data to Experience Cloud users. The same page is used by the Support team but displays more information based on their profile. UC has a small internal Support team for Salesforce that periodically enables new features in production.

Which best practice should the Solution Architect recommend to avoid these types of issues in the future?

- A. Assess the level of data quality and test new features with a pilot before enabling for all users.
- B. Assess the level of technical debt and test new features in a sandbox before enabling in production.
- C. Assess the level of technical debt and test new features with the Product team in a Developer sandbox.
- D. Assess the level of data quality and test new features with a subset of users in production before enabling all users.

Answer: B

Explanation:
To avoid issues related to system performance and ensure the scalability of Salesforce solutions, it's crucial to manage technical debt and thoroughly test new features in a controlled environment. A sandbox provides a safe space for testing, allowing UC to simulate the impact of changes without affecting the production environment. This practice helps in identifying potential issues and resolving them before they can impact end-users.
Salesforce's documentation on best practices for managing technical debt and the use of sandboxes for testing provides guidance on these processes, emphasizing the importance of a proactive approach to system maintenance and feature testing.
https://admin.salesforce.com/blog/2021/tech-debt-what-it-is-and-why-you-should-care

NEW QUESTION # 13

Universal Containers (UC) is in the process of identifying if Revenue Cloud will work for its business processes. UC has already implemented Sales Cloud, which includes complex steps and checklists that are orchestrated based on changes made to an Opportunity. Based on the current Sales Cloud implementation, UC has concerns about how Revenue Cloud will interact with its current customizations on the Opportunity object and if it will be difficult to customize the solution in the future.

Which design approach should a Solution Architect recommend to mitigate concerns about custom processes on any single object?

- A. Use an event-driven design to separate automations that could run asynchronously from the save cycle with a third-party tool like Heroku.
- B. Leave the orchestration of the automation to Process Builder, but invoke autolaunched flows from Process Builder so that the actual operations run in flows.
- C. Migrate automations from Process Builder to flows triggered by record updates, organizing operations in separate flows for the "Before Save" and "After Save" contexts.
- D. Migrate automations from Process Builder to a single flow that is triggered by record updates, using only the "After Save" context so that all operations can be organized in a single flow.

Answer: C

Explanation:
Migrate automations from Process Builder to flows triggered by record updates, organizing operations in separate flows for the "Before Save" and "After Save" contexts. This approach will allow UC to keep their current customizations on the Opportunity object, while allowing for greater control and flexibility when customizing the solution in the future. Additionally, this approach will allow UC to better orchestrate the automations and ensure that operations are being run in the right order and context.
https://www.salesforce.com/products/cpq/overview/

NEW QUESTION # 14

A Solution Architect is presenting a design for the Phase 1 rollout of a B2B multi-cloud solution that includes CPQ and B2B

Commerce using the CPQ B2B Commerce Connector. During the presentation, business stakeholders push bade on some of the key design aspects. The business is keen to have the product images and SCO data pushed back to CPQ from 828 Commerce, which is not incorporated in the current design.

Further, the business wants the Solution Architect to find a way to map discounts and promotions in 828 Commerce to CPQ pricing and add that to the Phase 1 deliverables.

Which two responses should a Solution Architect present to the stakeholder s?

Choose 2 answers

- A. Map the discounts and promotions to Additional Discounts field on the quote Int. However, we would need to ensure thatthe price rules do not run for quotes originated from B2B Commerce unless there is a specific business need.
- B. Product Images and SCO data are B2B Commerce specific metadata. It is recommended to keep them only in 828 Commerce, and not push to CPQ.
- C. There are significant differences in the discounting models and options between B2B Commerce and CPQ, and for that reason, it is better to handle them separately. without syncing to CPQ.
- D. Map the product images from B2B Commerce to CPQ, by passing the URL of theimage File from CC Product to Product2 object. SEO data sync will require additional customization and it is recommended for Phase 2.

Answer: A,D

Explanation:
https://help.salesforce.com/s/articleView?id=sf.icx_b2b_cart_to_quote_connector.
htm&language=en_US&type=5
Addressing stakeholder feedback on syncing product images and SEO data from B2B Commerce to CPQ, and aligning discounts and promotions, involves a balanced approach. Mapping product images by passing the URL from B2B Commerce to CPQ ensures that product visual representation is consistent across platforms.
Considering the complexity of syncing SEO data, it is pragmatic to plan this for a subsequent phase, allowing for proper customization and integration work. For discounts and promotions, mapping them to the Additional Discounts field on the quote line in CPQ is feasible, but it's crucial to manage the execution of price rules carefully to maintain pricing integrity. This approach aligns with best practices for integrating B2B Commerce and CPQ, ensuring a cohesive and functional solution that meets business requirements while managing technical complexities and scope.

NEW QUESTION # 15

Big Server Company sells complex server solutions to customers through a reseller channel. Resellers will purchase complex servers as well as have warehouses to store quick need products for their customers, such as additional hard drives and cables. Big Server Company currently uses Salesforce CPQ for its Sales team. Big Server Company would like to be able to give resellers easy access to purchase warehouse type products through B2B Commerce; however, the company would also like to allow resellers to request additional discounts for large volume orders from the Sales team.

Which recommendation should a Solution Architect make to integrate B2B Commerce and Salesforce CPQ to accomplish this request.

- A. Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to sync the cart to Salesforce CPQ, and have a reseller price rule adjust pricing for the reseller based on volume.
- B. Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to create a quote from the Resellers Cart, allowing a sales representative to configure discounts and sync back to cart.
- C. Create a request special pricing button in B2B Commerce that will create an opportunity for the sales representative and allow the sales representative to follow up.
- D. Utilize an integration software, like MuleSoft, to sync carts and pricing between B2B Commerce and Salesforce CPQ.

Answer: A

NEW QUESTION # 16

Universal Containers (UC) currently utilizes Sales Cloud and Experience Cloud for its customers. For the next phase in its digital transformation, UC would like to enable its vast dealer network with the kinds of tools its direct Sales teams are currently using. UC is considering Partner Communities (PRM) on Experience Cloud. UC's concern at the moment is making sure that its dealer network only gets access to the opportunities they themselves bring to UC or that UC submits to the dealer to close. This is a concern for the VP of direct sales who has issues with bringing PRM in at all.

What is the initial suggestion a Solution Architect should provide to make Partner Communities work for UC?

- A. Utilize the same sharing model within the Partner Community that customers are currently using within the Customer

Community.

- B. Create public groups of partner companies and users at dealers, and share the opportunities using sharing rules.
- C. Create two account lookups on the opportunity, one for dealer and one for partner company, and create sharing rules to share the records.
- D. Utilize the external sharing model to differentiate the sharing models between Internal Sales users and External Communities users.

Answer: D

NEW QUESTION # 17
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