

# Web-Based Practice Test Salesforce B2B-Solution-Architect Exam Questions



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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 certification exam consists of 60 multiple-choice questions and takes approximately 105 minutes to complete. B2B-Solution-Architect Exam covers a range of topics, including B2B solution design, data modeling and management, integration, security, and analytics. Candidates must achieve a passing score of 67% or higher to earn the certification.

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## **Salesforce Certified B2B Solution Architect Exam Sample Questions (Q55-Q60):**

### **NEW QUESTION # 55**

Universal Containers (UC) is about to complete the first phase of its digital transformation with its new Lead to Invoice process that incorporates several clouds like Sales Cloud, Service Cloud, Revenue Cloud, Experience Cloud, and MuleSoft. UC is now creating a Center of Excellence and focusing on a purely Agile methodology for working on new releases. UC wants to understand some of the considerations around release planning.

What are two recommendations a Solution Architect should make to ensure UC's releases to production work within its release schedule and there are no delays in future releases?

Choose 2 answers

- A. Create a regular sprint cadence across the different teams to demonstrate new functionality.
- B. Use the last sprint of the release to stabilize it and eliminate identified issues.
- C. Utilize the last sprint to include functionality that was missed from previous sprints.
- D. Fix the scope of the sprint during release planning regardless of how long it takes.

**Answer: A,B**

Explanation:

For UC's digital transformation and adoption of Agile methodology, ensuring smooth and timely releases is crucial. The recommended practices are:

B) Create a regular sprint cadence across the different teams to demonstrate new functionality. Establishing a consistent rhythm for sprints helps align team efforts, ensures regular progress reviews, and facilitates the integration of new features. It fosters collaboration and keeps the project on track.

C) Use the last sprint of the release to stabilize it and eliminate identified issues. Dedicating the final sprint to stabilization and issue resolution is a best practice in Agile methodologies. It allows the team to focus on quality assurance, performance testing, and user feedback, ensuring that the release is robust and meets user expectations.

Salesforce and Agile methodology guides, such as those found on Salesforce Trailhead and in Agile development literature, emphasize the importance of regular cadences and stabilization phases for successful project delivery and continuous improvement.

#### NEW QUESTION # 56

Universal Containers (UC) is at the end of its first and only design phase. UC decided to go ahead and build against the entire future design that was developed and agreed upon by its internal stakeholders and Center of Excellence. But a concern by the executive team is how UC can de-risk itself and stay within budget during the build while still hitting the objectives that were defined in the design phase.

Which recommendation should the Solution Architect make to alleviate the executive team's concerns during the build?

- A. Promise the executive team that the project manager will always give comprehensive budget numbers every week and they will never overrun on budget.
- B. Help the executive team understand that they created their entire complete vision of the solution already and there is no chance anything new will come up during the build.
- C. Assure the executive team that the current project is at a fixed scope and there will not be any overrun on budget.
- D. Help the executive team develop a governance framework; and team to focus on those concerns throughout the build and track the budget.

**Answer: D**

#### NEW QUESTION # 57

During a B2B multi-cloud implementation, an executive sponsor from Universal Containers (UC) approaches the Solution Architect to discuss ongoing support and new functionality that will be rolled out to support UC. The current implementation supports Experience Cloud, Service Cloud, and Sales Cloud.

Which three recommendations should a Solution Architect make to ensure features are enabled without impacting user efficiency?

Choose 3 answers

- A. Communicate and train users on new features.
- B. Ensure development, training, and production environments are in place.
- C. Give users the ability to opt-out of any new feature they dislike.
- D. Fully document all customizations added to the system.
- E. Give users a way to raise support tickets for new features they do not understand.

**Answer: A,B,D**

Explanation:

Option C seems correct because it is important to document all the customizations added to the system, such as code, configuration, integrations, etc., so that they can be easily understood, maintained, and updated by the support team or future developers.

Option D seems correct because it is essential to communicate and train users on new features that are rolled out to support UC's business needs and goals. This can help users adopt the new features faster and more effectively, as well as reduce confusion or frustration.

Option E seems correct because it is advisable to have separate environments for development, training, and production purposes. This can help ensure that new features are developed and tested in a safe and isolated environment before being deployed to the production environment where they can affect real users and data.

#### NEW QUESTION # 58

A team at Universal Containers (UC) is currently working on an initial release of Service Cloud. However, UC's management team is very enthusiastic about new features of the platform and wants to go to market with the new Service Cloud solution as soon as possible. The current objective of their initial Service Cloud release is mostly about managing their case workload and case assignment processes. A Solution Architect is called into a management meeting and asked when UC can go live with automated chatbots, Einstein case classification, and CRM Analytics for data insights.

How should a Solution Architect respond to the management team considering their request for these new capabilities?

- A. Agree with the management team to postpone the go-live and increase the scope to include the desired features.
- B. Agree that the new features are crucial to the success of the initiative and swap parts of the current scope for the most innovative feature.
- C. Explain the long-term vision and roadmap, and then propose a logical phasing in which the planned minimum viable product (MVP) is the first step on the journey that will eventually include the desired features.
- D. Explain to the management team that these features are still evolving and that it is best to wait a few releases so that they are stable before starting to use them in production.

**Answer: B**

#### NEW QUESTION # 59

Universal Containers (UC) recently completed its migration to Lightning Experience, with sales users automatically moving to Lightning. This initiative was a massive undertaking by UC, as it had a tremendous amount of legacy functionality migrated over to Lightning from Classic. The CIO would like to make sure that UC is able to track adoption of the migrated functionality over from Classic to Lightning and what specifically was migrated.

Which two proposals should a Solution Architect recommend?

Choose 2 answers

- A. Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning.
- B. Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards.
- C. Provide the CIO the ability to roll back all changes once they feel Lightning is not adequate for their needs.
- D. Align with the CIO around the fact that while the functionality has been migrated, the data created between Classic and Lightning will remain exactly the same.

**Answer: A,B**

Explanation:

The two proposals a Solution Architect should recommend to track adoption of migrated functionality from Classic to Lightning are: B: Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards. C. Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning. Tracking adoption rates and success metrics is one of the best practices for driving Lightning Experience adoption, as it allows UC to measure how well users are using the migrated functionality and identify areas of improvement or feedback. According to 2, monitoring a change in metrics within existing reports and dashboards can also help UC evaluate the impact of Lightning Experience on their business performance and user satisfaction.

Providing a list of user stories around the new functionality can help UC communicate the benefits and value of Lightning Experience to their users and stakeholders, as well as align their expectations and goals with the migration project. According to 3, providing a gap analysis done between Classic and Lightning can also help UC understand what features or customizations are available or not available in Lightning Experience, as well as plan for any necessary changes or enhancements.

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#### NEW QUESTION # 60

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