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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q16-Q21):

NEW QUESTION # 16

After a Solution Architect presents the Salesforce User Attribute Chart, the project owner has some concerns and questions regarding the Role Hierarchy choices for the executive assistant who reports to all of the VPs.

There are also questions about the ideal license given to the CEO who provides executive oversight and reviews the Executive Dashboard at the end of each accounting period. There are some restrictions on budget spend for overall licenses, and the user base is forecasted to continue to grow.

Which two explanations should the Solution Architect use to address the concerns and gain final acceptance?

Choose 2 answers

- A. Given that the executive assistant will need access to the data for all of the VPs being supported, the assistant should be placed higher up in the Role Hierarchy than the VPs.
- B. The CEO should have a Sales Cloud license given that the role is a processor of information and should be at the top of the Role Hierarchy.
- C. The CEO should have a Platform Plus license given that the role is a consumer of information and should be at the top of the Role Hierarchy.
- D. The Role Hierarchy should mirror the organization chart. Therefore, sharing settings need to be put in place for the executive assistant given the need to have access to the data of all of the VPs being supported.

Answer: B,D

Explanation:

In addressing the concerns about role hierarchy and licensing for the executive assistant and CEO, the following explanations are provided:

* B. The CEO should have a Sales Cloud license given that the role is a processor of information and should be at the top of the Role Hierarchy. A Sales Cloud license provides the CEO with full access to the necessary data and functionalities to oversee and make informed decisions. Being at the top of the Role Hierarchy ensures access to all relevant data across the organization.

* C. The Role Hierarchy should mirror the organization chart. Therefore, sharing settings need to be put in place for the executive assistant given the need to have access to the data of all of the VPs being supported. This approach maintains the organizational structure within Salesforce and uses sharing settings to grant the executive assistant appropriate access levels, ensuring data visibility across the VPs without disrupting the hierarchy.

Salesforce's documentation on licensing options and role hierarchy provides guidance on configuring access and visibility in a way that aligns with organizational structures and roles, ensuring efficient and secure data management.

NEW QUESTION # 17

Universal Containers has recently provided its call center team the ability to troubleshoot issues coming from its B2B Commerce customers. Currently, the team utilizes Service Cloud and, specifically, the Service Console. The CIO's concern is now different the experience will be as it relates to B2B Commerce for Visualforce versus what the team sees today within the Service Console.

Which recommendation should the Solution Architect voice to the CIO to ensure higher adoption by the call center team?

- A. Implement Experience Cloud login as user so that call center agents can log in as the buyer within B2B Commerce and see their cart.
- B. Provide access to B2B Commerce data within the Service Console so they can see the cart.
- C. Implement the CSR flow so that call center agents can log in as the buyer within B2B Commerce and see their cart.
- D. Implement an embedded web view of B2B Commerce within the Service Console.

Answer: B

Explanation:

To ensure high adoption by the call center team and maintain consistency in their experience, providing direct access to B2B Commerce data, such as customer carts, within the Service Console is essential. This approach allows agents to view relevant B2B Commerce information seamlessly within their familiar Service Console environment, enabling efficient issue resolution and enhancing customer support. This solution leverages the integrated capabilities of Salesforce to unify customer data across platforms, aligning with best practices for a cohesive user experience and efficient service delivery.

NEW QUESTION # 18

Universal Containers (UC) is selling containers globally via distributors and is experiencing significant double-digit growth year-over-year. UC uses a centralized ERP system that holds the financial information of the distributors. The ERP system is siloed but offers connectivity via APIs. The account managers need to reference the financial information stored in the ERP while approving an order of a distributor inside Salesforce. The financial information of a distributor may change ad-hoc during the day in the ERP system and account managers need the latest data in front of them.

What should a Solution Architect recommend while designing an integrated, scalable solution to meet UC's needs?

- A. Use Change Data Capture to update the changes on the financial information inside Salesforce in near-real time.
- **B. Retrieve the financial information on-demand from the ERP via API and display the information as read-only using a lightning component.**
- C. Schedule a MuleSoft batch job to retrieve financial information from the ERP every night and store it inside Salesforce for quick access.
- D. Use the scheduled data loader to extract the financial information every night from the ERP and save it inside Salesforce.

Answer: B

Explanation:

Salesforce integration patterns are strategies for common integration scenarios between Salesforce and other systems¹.

The five most common Salesforce integration patterns are: Migration, Broadcast, Aggregation, Bi-directional synchronization, Correlation^{2,3}.

The financial information of a distributor is an example of data virtualization, which is a type of correlation pattern⁴.

Data virtualization involves retrieving data on-demand from a remote system via API and displaying it as read-only using a lightning component⁴.

NEW QUESTION # 19

AC Computers is hitting governor limits when trying to create orders and activate orders in Salesforce. Upon further investigation, it's discovered that AC Computers is trying to process hundreds of order products on a single order. The Order object also has various automation processes to update fields and integrate with a third-party order management system.

What is one solution a Solution Architect should evaluate first to resolve this issue?

- **A. Review to determine if moving automation to asynchronous Apex is required.**
- B. Create a custom object to hold orders in queue for processing.
- C. Enable Advanced Order Management to process large orders.
- D. Install a third-party solution to process large orders.

Answer: A

Explanation:

Option B is a solution that can help AC Computers avoid hitting governor limits when processing large orders because asynchronous Apex can run in a separate thread and use higher limits than synchronous Apex¹. For example, asynchronous Apex can process up to 50 million records per transaction, while synchronous Apex can only process up to 50 thousand records per transaction². By moving some of their automation processes to asynchronous Apex, AC Computers can reduce the load on their Salesforce environment and improve performance.

A Solution Architect should evaluate moving automation to asynchronous Apex to resolve the issue of hitting governor limits when trying to create and activate orders in Salesforce. By moving the automation to asynchronous Apex, the automation processes can be run in a separate thread and will not affect the transaction limit for the current thread. This will prevent governor limits from being hit and ensure that the order creation and activation processes can be completed successfully.

NEW QUESTION # 20

SharpField is a fast-growing company that provides SaaS for commercial service providers. SharpField has been acquiring other

similar companies and plans to continue to do so for the near future.

After a recent acquisition of a company that also has a Salesforce org, the CIO wants to know the correct path forward on deciding whether to integrate the acquired companies into SharpField's existing landscape.

What should a Solution Architect recommend to the CIO to ensure the correct org strategy for SharpField going forward?

- A. Recommend a single-org strategy and development of strict processes for all acquired companies to follow.
- B. Prioritize migrating the newly acquired company to SharpField's Salesforce org first, then perform an org strategy analysis to assess the Business, Technology, Governance, and Operations requirements for any future acquisitions.
- **C. Recommend a multi-org strategy and development of required integration layers to move the required shared data between instances of any and all acquired Salesforce instances.**
- D. Prioritize completing an in-depth org strategy analysis, focused on the Business, Technology, Governance, and Operations requirements at SharpField.

Answer: C

NEW QUESTION # 21

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