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## ARCH 301 - Case Studies

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### Region and Regionalism

The region is a large area with boundaries set by various cultural and natural criteria. It is widely divided by physical geography, human geography, and environmental aspects like the interaction between the environment and humanity.

Regionalism is occurred because of the monotonous building of the International Style in all over the world. Apart from the vernacular architecture, regionalism has a conscious in design.

### Karakaş Mosque, Antalya, Turkey, 2003



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the knowledge points of Arch-301 practice exam.

## Salesforce Certified B2B Solution Architect Sample Questions (Q60-Q65):

### NEW QUESTION # 60

Universal Containers (UC) is undergoing a multi-year digital transformation across its Sales, Marketing, Fulfillment, and Accounting channels. Based on UC's initial success using MuleSoft's API-led approach as its integration strategy, UC chose Salesforce for its transformation. The Solution Architect assigned to the project has just begun pre-planning for the first phase with UC's Implementation team.

Which document should the Solution Architect ask for to get an overview of the customer's current infrastructure so they can begin the first phase of the digital transformation?

- A. A Reference Architecture Diagram complete with system of record notation
- B. A Salesforce ERD Document complete with field definitions
- C. A MuleSoft Application Document complete with integration patterns
- D. A future state roadmap detailing all of the implementation phases

**Answer: A**

Explanation:

a reference architecture diagram is a document that shows the high-level view of the customer's current infrastructure, including the systems, applications, data sources, integrations, and security layers. A reference architecture diagram also indicates which system is the system of record for each data entity and how data flows between systems.

A reference architecture diagram is useful for a Solution Architect to get an overview of the customer's current infrastructure so they can begin the first phase of the digital transformation. A reference architecture diagram can help identify gaps, risks, dependencies, and opportunities for improvement in the existing landscape. It can also serve as a baseline for designing future state solutions that leverage Salesforce products and features.

<https://www.salesforceben.com/b2c-solution-architect-certification-guide-tips/>

### NEW QUESTION # 61

Northern Trail Outfitters (NTO) has a requirement to implement an Experience Cloud solution to allow its partners to log and view cases they have submitted, as well as track their opportunities. As part of the solution, NTO wants to be able to create dashboards that its partners can view within the community.

Which Experience Cloud license should the Solution Architect recommend?

- A. Service Cloud license
- B. Partner Community license
- C. Customer Community Plus license
- D. Sales Cloud license

**Answer: B**

Explanation:

The Solution Architect should recommend a Partner Community license for this requirement. This license is designed for external partners and allows them to access and interact with Salesforce data and features, including submitting and viewing cases and tracking opportunities. Additionally, the Partner Community license includes the ability to create and view dashboards within the community.

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For partners to log and view cases as well as track opportunities, and view dashboards within the community, the Partner Community license is the appropriate choice. This license is designed for partner relationships and provides the necessary access to Salesforce objects and functionality needed for these tasks. Salesforce's licensing guide outlines the features available with the Partner Community license, supporting this recommendation.

### NEW QUESTION # 62

Northern Trail Outfitters (NTO) has around 500,000 active customers stored in the Account object. NTO gets an average of two orders per customer each month from both internal and online sales channels. NTO is expecting growth of 15% year-over-year (YoY). Various NTO users have recently started complaining about slower performances while accessing order information or

running reports. NTO customers are also seeing slower responses while accessing their order history on B2B Commerce. Which two options should a Solution Architect consider to improve performance? Choose 2 answers

- A. Use external objects instead of standard B2B Commerce Order object.
- B. Develop an archiving strategy around order records from Salesforce based on a criteria that works with customer.
- C. Enable reporting snapshots to store summarised information.
- D. Create a custom component to display all order information.

**Answer: A,B**

Explanation:

To address performance issues at Northern Trail Outfitters, developing an archiving strategy for older order records can significantly improve system responsiveness by reducing the volume of data actively queried and processed. Additionally, leveraging external objects to manage order data, especially for historical or less frequently accessed records, can further alleviate the load on Salesforce's core databases, improving performance for both internal users and B2B Commerce customers.

### NEW QUESTION # 63

Universal Export has implemented multiple Salesforce products and has made it clear that it wants to maximize its investment and avoid buying any new products. For the company's next release, its business requirements seem to be a close fit for a product that Salesforce has. What it wants to develop a custom extension that replicates the functionality of that Salesforce module.

Which two actions should a Solution Architect take?

Choose 2 answers

- A. Consult with the IT department to review the extension requirements.
- B. Begin requirements gathering for integrations and data migration
- C. Evaluate the business benefit of the requested functionality to see if it justifies investment in the Salesforce product.
- D. Advise the customer to use the out-of-the-box approach to avoid unnecessary technical debt.

**Answer: C,D**

Explanation:

Option B would involve advising the customer to use the out-of-the-box approach to avoid unnecessary technical debt. This would mean using the existing Salesforce product that meets their business requirements instead of developing a custom extension that replicates its functionality. This would save time, money, and resources for both the customer and the Solution Architect, as well as reduce maintenance and support issues in the future.

Option D would involve evaluating the business benefit of the requested functionality to see if it justifies investment in the Salesforce product. This would mean analyzing how much value and return on investment (ROI) the customer would get from using the Salesforce product versus developing a custom extension. This would help them make an informed decision based on their business goals and budget.

### NEW QUESTION # 64

AW Heat & Cooling is a mid-sized manufacturing company that sells special purpose heating and cooling solutions. Sales have declined significantly, and analysis shows that customers are leaving due to long turnaround times for quotes, lack of flexibility, and confused salespeople that do not understand their customers and do not collaborate with each other. The company wants to streamline and improve the customer experience from end to end, including new communication channels and digital self-service offerings.

How should the Solution Architect arrange the roadmap to implement the company's stated priorities?

- A. Develop a comprehensive solution that includes Sales Cloud, Revenue Cloud, Service Cloud, and Experience Cloud as a basic version from the start.
- B. Start with Sales Cloud and Revenue Cloud, followed by Service Cloud and, later, Experience Cloud.
- C. Start with Service Cloud and Revenue Cloud, followed by Experience Cloud and, later, Sales Cloud.
- D. Fast-track Service Cloud followed by Sales Cloud, Revenue Cloud, and, later, Experience Cloud.

**Answer: B**

Explanation:

Starting with Sales Cloud and Revenue Cloud allows AW Heat & Cooling to immediately address the core issues affecting sales performance and quote turnaround times. Sales Cloud facilitates improved sales processes and customer management, while

Revenue Cloud (including CPQ) streamlines the quoting and pricing processes, directly addressing the needs for flexibility and efficiency in sales. Subsequent implementation of Service Cloud will enhance customer service capabilities, and finally, integrating Experience Cloud will enable the development of digital self-service portals and new communication channels. This phased approach aligns with Salesforce's recommendations for prioritizing core sales and service functionalities before expanding to broader customer engagement and digital experience solutions.

## NEW QUESTION # 65

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This example, like most of the others in this book, consists of three essential Arch-301 components: the source code for the vertex shader, the source code for the fragment shader, and the application code that initializes and uses these shaders.

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