퍼펙트한Arch-301최신버전자료최신버전덤프자료

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 widely divided by physical geography, human geography, and environmental aspects like the interaction between the environment and humanity.

Regionalism is occured 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

참고: KoreaDumps에서 Google Drive로 공유하는 무료 2026 Salesforce Arch-301 시험 문제집이 있습니다: https://drive.google.com/open?id=1jbz3ob2U58lYGszj14RnRnxDSGTN7kQv

발달한 네트웨크 시대에 인터넷에 검색하면 많은Salesforce인증 Arch-301시험공부자료가 검색되어 어느 자료로 시험준비를 해야 할지 망서이게 됩니다. 이 글을 보는 순간 다른 공부자료는 잊고KoreaDumps의Salesforce인증 Arch-301시험준비 덤프를 주목하세요. 최강 IT전문가팀이 가장 최근의Salesforce인증 Arch-301 실제시험 문제를 연구하여 만든Salesforce인증 Arch-301덤프는 기출문제와 예상문제의 모음 공부자료입니다. KoreaDumps의Salesforce인증 Arch-301덤프만 공부하면 시험패스의 높은 산을 넘을수 있습니다.

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>> Arch-301최신버전자료 <<

퍼펙트한 Arch-301최신버전자료 인증공부자료

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최신 Architect Exams Arch-301 무료샘플문제 (Q94-Q99):

Universal Containers (UC) is an international company with activities m Europe and the U.S. UC has two separate Salesforce orgs, one for each region. Quotes are built m different legacy systems, depending on their country. Orders are processed centrally by the back-office team with an ERP. Customer information is saved m both legacy systems and the ERP. The analyst team complains about the inconsistency of customer data between different systems and the lack of connection between a single piece of customer data across all of the systems.

Which approach would make it possible to set up this single source of truth and ensure scalability for orders?

- A. Map all of the points of data within a custom data manager and drive synchronization between the different systems with a point-to-point approach.
- B. Use each Salesforce org as its own system of record (SOP.) and use Salesforce Connect to synchronise the two Salesforce orgs.
- C. Map all of the points of data with a different ETl tool for each Salesforce environment and drive synchronisation from Salesforce to the other systems.
- D. Use MuleSoft Anypoint Platform as the single point of data orchestration across the different systems and Salesforce environments.

정답：D

설명：

According to 1, a single source of truth (SSOT) is the practice of aggregating the data from many systems within an organization to a single location. A SSOT is not a system, tool, or strategy, but rather a state of being for a company's data in that it can all be found via a single reference point.

According to 2, 3 and 4, Salesforce has introduced the Customer360 Truth Platform, which includes MuleSoft. This is a new set of data and identity services that enable companies to build a single source of truth across all of their customer relationships. This connects data from all Salesforce clouds to create a single view of the customer.

MuleSoft Anypoint Platform is an integration platform that allows companies to connect any application, data source or device using APIs. MuleSoft enables companies to leverage their existing systems and data sources without having to replace them or create custom integrations.

질문 # 95

Universal Containers (UC) has gone through the design phase of its large initiative involving multiple Salesforce clouds and is about to go into the build phase. The CIO would prefer to create an internal Center of Excellence (CoE) to implement the solution versus make a third-party organisation responsible for the entire build given that they have the talent internally to support the initiative.

Which two recommendations should a Solution Architect make toward creating a CoC?
Choose 2 answers

- A. It will be much more cost effective to create a CoE.
- B. Knowledge of the solution will stay within the organization.
- C. Documentation around the solution will not be a concern.
- D. All development decisions will be made by internal resources.

정답：B,D

설명：

A Salesforce Center of Excellence (COE) is a centralized division within your company that oversees and manages all aspects of the Salesforce instance, including projects, maintenance, and support12. A COE acts as a central governing body for the entire organization and funnels all decision making and product ownership through a single group2. By creating a COE, you can ensure that all development decisions will be made by internal resources who have direct relationships with stakeholders throughout the company12.

Another benefit of creating a COE is that knowledge of the solution will stay within the organization3. A COE provides leadership, best practices, research, support and training for Salesforce3. By having an internal team that is responsible for implementing and maintaining the solution, you can avoid relying on external vendors or consultants who may not have your best interests at heart or who may leave after the project is done4.

질문 # 96

A client is running a project with a 626 multi-cloud setup involving Marketing Cloud, Sales Cloud, ServiceCloud, Experience Cloud, and MuleSoft. Currently, MuleSoft is primarily used to integrate with third- party systems. Marketing Cloud is connected to

Sales/Service using the standard connector. A recent requirement-gathering session, involving all functional streams, brought up the question of where consolidated reporting mil happen. So far, reporting has only been looked at individually per stream.

There is a steering committee meeting 1 week from now. The Solution Architect was asked to provide different solutions to fix the problem. The expectation is that a high-level evaluation will be done prior the steering committee meeting so that an indication of options can be given and additional funding can be requested.

Which three critical steps should the Solution Architect take first?

Choose 3 answers

- A. Ensure all data objects across the different clouds have a unique external identifier
- B. Review the system landscape to identify other existing solutions for reporting and start to investigate high-level cost impacts (inel. licenses aspects) for the most viable.
- C. Draft a solution to show how consolidated reporting can be done using CRM Analytics.
- D. Review the established and planned dataflows to understand where the systems of record sit and where data is transportedto already.
- E. Identify key drivers and high-level data scope behind the needfor a consolidated reporting.

정답：C,D,E

설명：

For a multi-cloud setup involving various Salesforce clouds and MuleSoft, understanding the current data architecture and the need behind consolidated reporting is crucial. Reviewing established and planned data flows provides insight into the existing data landscape, identifying systems of record and current data integrations. Identifying the key drivers and high-level data scope for consolidated reporting helps in aligning reporting solutions with business needs. Drafting a high-level solution using CRM Analytics (formerly known as Einstein Analytics) showcases the potential for unified reporting across multiple Salesforce clouds, leveraging its powerful data integration, transformation, and visualization capabilities. This approach aligns with Salesforce's best practices for data management and analytics, providing a foundation for informed decision-making in the steering committee meeting.

질문 # 97

Universal Containers (UC) is concerned about potential data storage issues in Salesforce due to the Invoice, Order, and Inventory data that would be flowing infrom various on-premise legacy CRM and ERP applications. UC would like to view and occasionally report on this data on-demand for day-to-day operational processes and would prefer not to store the data in Salesforce due to data residency requirements.

Which recommendation should the Solution Architect make to meet this requirement?

- A. Re-architect the implementation using Salesforce Connect and external objects.
- B. Write custom Apex code to retrieve the data in real time from external systems.
- C. Push the data into Salesforce and implement an archival strategy.
- D. Use Salesforce Orchestrator with MuleSoft to retrieve the data when it is needed.

정답：A

설명：

External objects are similar to custom objects but they map to data that's stored outside Salesforce. Salesforce Connect uses external data sources to access data that's stored outside your Salesforce organization1. This way, UC can comply with data residency requirements and avoid datastorage issues.

Salesforce Connect allows Salesforce to seamlessly integrate with data that is external to the Salesforce platform, which in this case is the legacy CRM and ERP applications. External objects provide a real-time view of this external data,allowing UC to view and report on it as if it were stored natively in Salesforce, without actually storing it in Salesforce.

Reference: Salesforce B2B Commerce Implementation Guide - Salesforce Connect for External Data Salesforce Connect allows for the integration of external data in real-time without storing it in Salesforce, using external objects which function like standard Salesforce objects. This would meet UC's need to view and report on Invoice, Order, and Inventory data on-demand, adhering to data residency requirements.

Salesforce Connect is designed for such scenarios, offering a solution that avoids data storage within Salesforce while providing access to external data as if it were native. This is in line with Salesforce's best practices for external data integration.

질문 # 98

The Northern Trail Outfitters (NTO) sales department currently uses Sales Cloud for its Sales team. The management team decided that the Sales team needs to start creating quotes based on the input from the finance department. NTO would like to implement quotes, contracted pricing, and invoicing for its customers.

Invoicing will be done based on an agreed billing cycle. The finance department would like to see a report on the invoices sent and track the details of the payments received. NTO also has a need for partners to be able to self-service their pipeline and quoting through a portal.

NTO's internal team decided to use Revenue Cloud and Experience Cloud as its solution.

What should a Solution Architect recommend as NTO begins its implementation?

- A. Select an AppExchange product focused on contract lifecycle management.
- B. Develop an architectural plan to incorporate Revenue Cloud and Experience Cloud.
- C. Advise the client that Revenue Cloud is the startingpoint.
- D. Advise the client to start with Experience Cloud.

정답：B

설명：

Revenue Cloud is a product suite that enables businesses to streamline their revenue processes, such as quoting, contracting, billing, and invoicing. It also allows businesses to create new revenue streams and improve revenue efficiency.

Experience Cloud is a digital experience platform that allows businesses to create personalized and connected sites and portals for their customers, partners, and employees. It also enables businesses to leverage their CRM data in Salesforce and integrate with other services.

implementing Revenue Cloud and Experience Cloud can provide many benefits for businesses, such as faster and easier buying process, better visibility of revenue performance, increased customer satisfaction and loyalty, and enhanced partner collaboration. Therefore, a Solution Architect should recommend developing an architectural plan to incorporate Revenue Cloud and Experience Cloud for NTO's implementation. This way, NTO can leverage both products' capabilities to meet its needs for quotes, contracted pricing, invoicing, reporting, payments tracking, and partner self-service.

https://www.salesforce.com/products/cpq/overview/

https://www.salesforce.com/news/stories/introducing-revenue-cloud/

질문 # 99

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