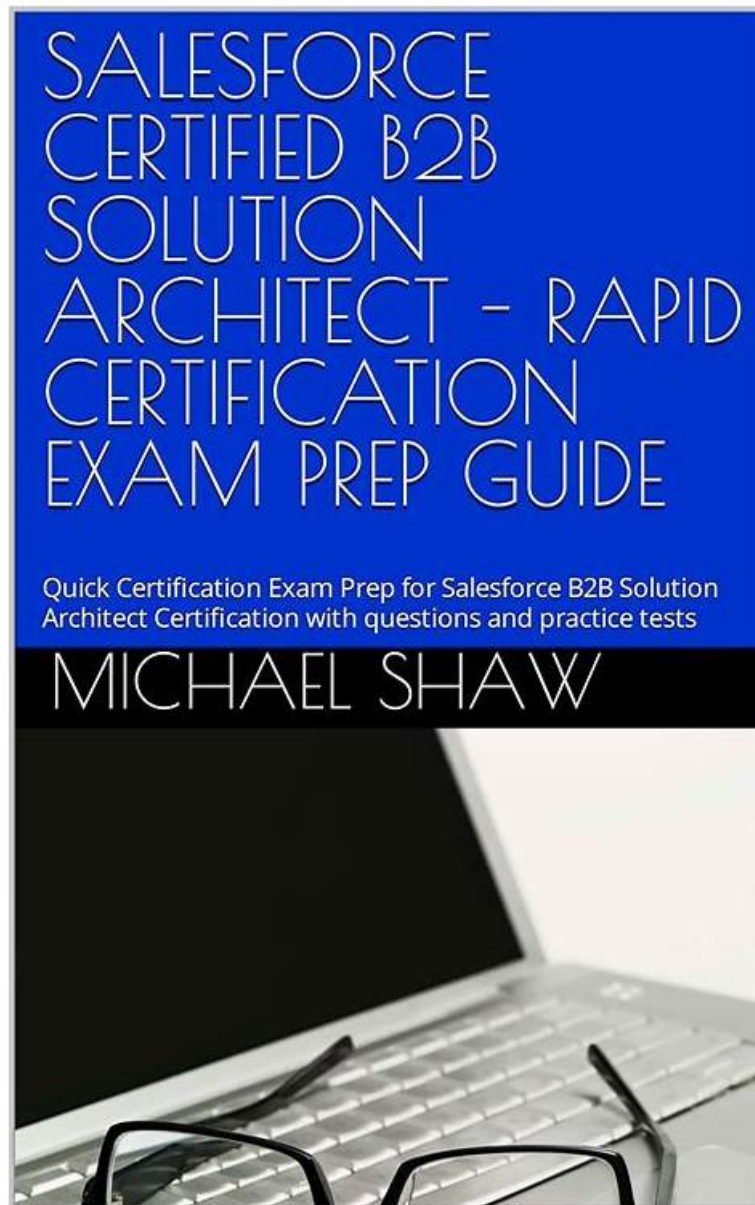# B2B-Solution-Architect Exam Preparation: Salesforce Certified B2B Solution Architect Exam & B2B-Solution-Architect Practice Labs

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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.

Salesforce B2B-Solution-Architect (Salesforce Certified B2B Solution Architect) Exam is a certification program designed for professionals who want to demonstrate their expertise in designing and implementing solutions for business-to-business (B2B) organizations using the Salesforce platform. Salesforce Certified B2B Solution Architect Exam certification program is ideal for architects, consultants, and developers who work with B2B companies and want to enhance their skills and knowledge in Salesforce.

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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.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q69-Q74):

NEW QUESTION # 69
Universal Containers uses the Salesforce Platform to track customer payments and any late payments. This is accomplished with an architecture that includes Marketing Cloud, Service Cloud, and an integration to the back-office billing system via MuleSoft. Invoices and payments are mastered in the billing system and exposed to Salesforce via MuleSoft. Notifications about customer payments are orchestrated out of Salesforce and emails are sent via Marketing Cloud. The late payment invoice data is required for service representatives to be able to reference within Salesforce.
What should the Solution Architect recommend when determining the role of each system for a use case of sending payment reminders?

- A. Load the payment and invoicing data within Salesforce from the billing system with MuleSoft, and drive payment notifications via Marketing Cloud.
- B. Create cases within Salesforce from the billing system based on payment statues with MuleSoft event orchestration and send payment notifications via Marketing Cloud.
- C. Integrate the billing system directly with Marketing Cloud via MuleSoft to trigger based on events from the billing system.
- D. Recommend a trigger from the billing system into Marketing Cloud, which sends customer formatted emails.

Answer: C

NEW QUESTION # 70
UC Foods, a global manufacturing organisation, builds and sells a variety of food processing equipment on its B2B Commerce site. Customers often tailor their equipment by selecting from several product variants. Depending on the options selected, an order will sometimes require manual intervention by a sales person to determine the price for the customized piece of equipment.
Once the machines have been purchased, each machine comes with a 1-year warranty, which entitles the customer to quarterly visits to inspect and perform maintenance on the machines to keep them in proper working order.
How can a Solution Architect use a multi-cloud solution to address the needs of the organization to efficiently support the selling of equipment and planning of quarterly visits for the machines?

- A. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then automatically create a case when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.
- B. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.
- C. Use a third-party plugin configurator to support the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Field Service Maintenance Plans.
- D. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then create a

Answer: D

Explanation:
https://developer.salesforce.com/docs/atlas.en-
us.b2b_commerce_dev_guide.meta/b2b_commerce_dev_guide/ccrz_ccApiCart_addTo.htm
https://help.salesforce.com/s/articleView?id=sf.cpq_bundle_products.htm&language=en_US&type=5 B2B Commerce allows you
to create aggregated products or dynamic kits that let customers select from various product variants1. CPQ enables you to create
quotes for complex products and pricing scenarios2. The CPQ B2B Commerce Cloud Connector can sync products, pricing, quote
requests, and orders between both clouds3. Field Service Maintenance Plans allow you to schedule recurring service appointments
for your customers' assets4.

NEW QUESTION # 71
Universal Containers serves customers globally across two businesses. Each business has its own org for managing its sales and
support operations. Each line of business also maintains its own reporting systems using both CRM Analytics and Salesforce reports,
but the CEO is asking for a unique dashboard that includes the global opportunity pipeline with data from both orgs.
What should a Solution Architect propose?

- A. Use one org as primary and create external objects for the accounts and opportunities of the other one. Then, use standard
  reports.
- B. Use CRM Analytics in the primary org and then, in the dashboards, use Salesforce Connect to query the data from the
  other org.
- C. Use CRM Analytics in the primary org and create a Salesforce External Connection. Then, create a dataflow to combine
  data from both orgs.
- D. Use one org as primary and an ETL tool to synchronize the accounts and opportunities of the other org. Then, use
  standard reports.

Answer: C

Explanation:
it allows you to connect to your secondary org using a Salesforce External Connection12, which is a connector that enables you to
access data from another Salesforce org without writing any code or using any middleware. You can then use a dataflow to combine
data from both orgs and create datasets that can be used for CRM Analytics dashboards3
https://help.salesforce.com/s/articleView?id=sf.sdp_connectors_salesforce_external_settings.htm&language=en_US&type=5

NEW QUESTION # 72
AC Computers is launching a new subscription bundle service and plans to primarily sell through direct sales and a website
storefront for existing customers. Direct Sales needs the ability to configure complex deals and manage subscription. Existing
customersneed the ability to initialize a request for additional products and services from the storefront and seamlessly send the
request directly to Sales to finalize the quote.
Which three recommendations should a Solution Architect make to meet these business requirements?
Choose 3 answers

- A. Salesforce Order Management
- B. Salesforce Billing
- C. CPQ B2B Commerce Connector
- D. Salesforce CPQ
- E. B2B Commerce

Answer: C,D,E

Explanation:
Salesforce CPQ is essential for configuring complex deals and managing subscriptions, addressing the needs of Direct Sales. B2B
Commerce facilitates self-service capabilities for existing customers, enabling them to initiate product and service requests online.
The CPQ B2B Commerce Connector bridges CPQ and B2B Commerce, ensuring seamless transition of requests from the
storefront to Sales for quote finalization. This integrated solution supports AC Computers' requirement for a cohesive sales process
that caters to both direct sales complexity and customer self-service convenience, aligning with Salesforce's ecosystem's capabilities
to provide a comprehensive and efficient sales and service experience.

NEW QUESTION # 73

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 m the design phase.

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

- A. Assure the executive team that the current project is at a fixed scope and there will not be any 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. Help the executive team develop a governance framework; and team to focus on those concerns throughout the build and track the budget.
- D. Promise the executive team that the project manager will always give comprehensive budget numbers every week and they will never overrun on budget.

Answer: C

Explanation:
To address the executive team's concerns about staying on budget and mitigating risks during the build phase, establishing a governance framework is essential. This framework should include clear roles, responsibilities, decision-making processes, and budget tracking mechanisms. Focusing on governance ensures that the project remains aligned with business objectives, addresses potential issues proactively, and maintains financial discipline, aligning with best practices for successful Salesforce implementations.

NEW QUESTION # 74

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