

# Free 365-day Updates To Salesforce B2B-Solution-Architect Exam Questions



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Salesforce B2B-Solution-Architect Exam covers a wide range of topics, including understanding the key components of Salesforce B2B solutions, designing and implementing solutions for complex business-to-business scenarios, and developing and testing Salesforce B2B solutions. B2B-Solution-Architect exam also tests an individual's ability to identify and solve problems related to Salesforce B2B solutions, and to communicate effectively with stakeholders, including technical and non-technical audiences. Passing the exam demonstrates a professional's expertise in Salesforce B2B solutions, and can help them to advance their career in the field of solution architecture and consulting.

## Salesforce B2B-Solution-Architect Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Operationalize the Solution: In this topic, B2B Solution Architects focus on enabling stakeholders to manage and optimize implemented solutions through updated documentation, training, and centers of excellence. The topic also addresses identifying opportunities for continuous improvement to maximize business benefits and adoption strategies for sustained success.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Design: This topic guides B2B Solution Architects in defining technical and functional solutions that adhere to Salesforce standards, ensuring alignment with business objectives. It includes recommending Salesforce or AppExchange solutions, assessing design options and risks, and facilitating stakeholder acceptance of design documents. The topic also focuses on selecting the best methods for integrating multi-cloud data.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Data Governance and Integration: B2B Solution Architects learn to define data flows, integration methods, and system relationships in complex multi-cloud architectures. The topic also covers strategies for data migration and synchronization while maintaining a robust governance model for customer expectations on data volume. It includes designing a sharing and visibility model that aligns with business needs and personas.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>Discovery and Customer Success: This topic empowers B2B Solution Architects to document and articulate business needs, value, and vision for a B2B multi-cloud solution tailored to specific business outcomes. Additionally, it emphasizes defining a comprehensive future blueprint architecture aligned with customer landscapes to create a product roadmap. Furthermore, it outlines the incremental steps required to achieve the agreed-upon future state that drives business success.</li> </ul>

Topic 5	<ul style="list-style-type: none"> <li>• <b>Delivery:</b> This topic covers planning delivery steps from understanding business requirements to final configurations and showcasing solution capabilities through demos aligned with outcomes. It ensures readiness to implement solutions effectively and communicate value to stakeholders.</li> </ul>
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Salesforce B2B-Solution-Architect Certification is highly regarded in the industry and is recognized as a mark of excellence in the field of B2B commerce. Salesforce Certified B2B Solution Architect Exam certification demonstrates that an individual has the knowledge and skills required to design and implement solutions that meet the unique needs of B2B customers. It also validates that an individual is proficient in the use of Salesforce tools and technologies and has a deep understanding of the B2B commerce ecosystem. Those who pass the Salesforce B2B-Solution-Architect exam are considered to be experts in their field and are highly sought after by organizations looking to implement Salesforce solutions for their B2B customers.

>> **B2B-Solution-Architect Exam Details** <<

## Salesforce B2B-Solution-Architect Brain Dump Free, Reliable B2B-Solution-Architect Dumps

The Prep4sures is one of the top-rated and trusted platforms that are committed to making the Salesforce Certified B2B Solution Architect Exam (B2B-Solution-Architect) certification exam journey successful. To achieve this objective Prep4sures has hired a team of experienced and qualified Salesforce B2B-Solution-Architect Exam trainers. They work together and put all their expertise to maintain the top standard of Salesforce Certified B2B Solution Architect Exam (B2B-Solution-Architect) practice test all the time.

## Salesforce Certified B2B Solution Architect Exam Sample Questions (Q48-Q53):

### NEW QUESTION # 48

Universal Containers (UC) is concerned about potential data storage issues in Salesforce due to the Invoice, Order, and Inventory data that would be flowing in from 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. Use Salesforce Orchestrator with MuleSoft to retrieve the data when it is needed.
- D. Push the data into Salesforce and implement an archival strategy.

**Answer: A**

Explanation:

External objects are similar to custom objects but they map to data that's stored outside Salesforce<sup>1</sup>. Salesforce Connect uses external data sources to access data that's stored outside your Salesforce organization<sup>1</sup>. This way, UC can comply with data residency requirements and avoid data storage 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.

### NEW QUESTION # 49

A software solutions company has created several SaaS applications that it sells to its customers. The company would like an easier way to allow customers to renew their subscriptions each period. Today, the company has to run reports across multiple disparate systems to find out which products each customer has purchased, their usage levels, and when each customer needs to renew. Tracking and identifying when to contact customers is a very manual process and involves sales people sending emails with invoices attached.

Customers often mail paper checks to the company, leading to disconnected invoicing and payment processing.

Which two products should a Solution Architect consider to resolve the subscription, invoicing, and payment issues the company is currently experiencing?

Choose 2 answers

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

**Answer: B,D**

Explanation:

Option A would involve using Salesforce Billing, which is a product that automates billing processes such as generating invoices, collecting payments, and managing revenue recognition. Salesforce Billing can also handle subscription billing scenarios such as renewals, amendments, cancellations, and proration. Salesforce Billing can integrate with Salesforce CPQ to create seamless quote-to-cash workflows.

Option D would involve using Salesforce CPQ (Configure Price Quote), which is a product that helps sales teams create accurate and consistent quotes for complex products and services. Salesforce CPQ can also manage subscriptions by creating recurring quotes with flexible pricing models and contract terms. Salesforce CPQ can integrate with Salesforce Billing to create seamless quote-to-cash workflows.

<https://trailhead.salesforce.com/credentials/b2bsolutionarchitect>

### NEW QUESTION # 50

Universal Containers (UC) is starting to go through an inventory of capabilities in regard to its many data warehouses. UC's data warehouses are currently being provided with data from OMS, ERP, Accounting, and other inventory management systems. Data warehouses are utilized by those systems for storage or analytics purposes.

UC plans to utilize the Systems of Engagement framework to classify its systems based on how they will be utilized within the enterprise architecture. UC would like to understand which systems it should directly integrate with versus utilizing the data warehouses where that data may also be stored.

How should a Solution Architect classify the data warehouses as systems within the enterprise architecture of this scenario?

- A. System of Intelligence
- B. System of Reference
- C. System of Record
- D. System of Engagement

**Answer: C**

Explanation:

In an enterprise architecture, data warehouses typically serve as a System of Record (SoR). They contain the authoritative data source for a given piece of information and are used for storage and analytics purposes. The Systems of Engagement (SoE) framework would classify the data warehouses as SoR because they maintain the official copy of the data being used by various systems. This classification aids in deciding on integration strategies and data flow within the enterprise architecture.

### NEW QUESTION # 51

Northern Trail Health has clients that have more than 10,000 employees. The company's Customer Service team handles requests from its client's employees directly and tracks various rebate programs per employee.

Private information should not be shared with the Sales team and they should only see contacts that are relevant to the sales process. Assuming that Sales and Service teams share certain contacts, in which two ways should a Solution Architect ensure optimal performance?

Choose 2 answers

- A. Use profiles and/or permission sets to give View All access to Customer Service on the Contact object.
- B. Assign all contacts to Sales team members to ensure sharing is streamlined and hide private fields from them.
- C. For each Account, assign Sales Contacts to the Sales team and all the rest to a Customer Service representative assigned to the Account.
- D. Set the Contact object to Public Read Only so that the sharing rules do not bog down performance for sharing.

**Answer: A,C**

Explanation:

For optimal performance and data access control, the Solution Architect should:

- \* A. Use profiles and/or permission sets to give View All access to Customer Service on the Contact object. This allows Customer Service to access the necessary contact information while maintaining the principle of least privilege.
- \* D. For each Account, assign Sales Contacts to the Sales team and all the rest to a Customer Service representative assigned to the Account. This approach ensures that each team has access to the relevant contacts while keep External Sharing Model to create external organization-wide private information secure and maintaining system performance by minimizing complex sharing rules. Salesforce's documentation on sharing and visibility best practices recommends such strategies to manage access to records efficiently and securely.

<https://trailhead.salesforce.com/en/credentials/sharingandvisibilityarchitect>

### NEW QUESTION # 52

Universal Containers is at the start of a digital transformation program. Members of the executive leadership team have provided a list of internal and external stakeholders who are dedicated to formulating the vision and desired business outcomes in a 2-day workshop. The executive leadership team has made the request to understand what the customer experience will look like out of this workshop.

What should a Solution Architect do to help formulate the high-level business vision and desired business outcomes?

- A. Ask to follow the Customer Service team for a day to gain a better understanding of how they work and identify their pain points to formulate this vision.
- B. Facilitate a business process mapping workshop with the executive leadership team to better understand the potential process improvements.
- C. Facilitate a strategy session with the executive leadership team to better understand their individual business units' priorities to achieve the business objectives.
- **D. Facilitate a workshop with the executive leadership team, applying the journey mapping process to create a vision and align customer journey to business objectives.**

**Answer: D**

Explanation:

Journey mapping is a process that helps understand and improve the customer experience across different touchpoints and channels. Journey mapping can help formulate the high-level business vision and desired business outcomes by:

- \* Identifying the customer segments, personas, needs, goals, and pain points
- \* Mapping out the current state of the customer journey across different stages and channels
- \* Analyzing the gaps, opportunities, and risks in the current state
- \* Envisioning the future state of the customer journey that meets or exceeds customer expectations
- \* Aligning the future state with the business objectives, value proposition, and success metrics
- \* Prioritizing and planning the initiatives and solutions that will enable the future state

<https://trailhead.salesforce.com/credentials/architectoverview>

### NEW QUESTION # 53

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