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Salesforce B2B-Solution-Architect Certification Exam is designed for professionals who have extensive experience working with Salesforce and B2B customers. B2B-Solution-Architect exam is intended to test the candidate's knowledge and expertise in designing and implementing B2B solutions using Salesforce. Salesforce Certified B2B Solution Architect Exam certification exam covers a range of topics, including Salesforce B2B Commerce, Salesforce CPQ, Salesforce Partner Communities, and Salesforce Integration. Candidates who pass the exam earn the Salesforce Certified B2B Solution Architect certification.

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## B2B-Solution-Architect Reliable Test Objectives, B2B-Solution-Architect Reliable Dumps

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Salesforce B2B-Solution-Architect (Salesforce Certified B2B Solution Architect) exam is designed for individuals who have expertise in designing and implementing solutions for business-to-business (B2B) applications using Salesforce technology. Salesforce Certified B2B Solution Architect Exam certification validates the knowledge and skills required to create effective solutions that meet the unique needs of B2B organizations.

## Salesforce Certified B2B Solution Architect Exam Sample Questions (Q92-Q97):

### NEW QUESTION # 92

Universal Containers is currently utilizing B2B Commerce Cloud, Service Cloud, and Field Service for its Sales teams, call center, and Field Service teams. The Field Service team would like to have visibility of Commerce Cloud data because customers in the held

will often ask about sales order details.

What should the Solution Architect recommend to give this kind of data access?

- A. Give Commerce Cloud license to the Field Service team to view Order and OrderItem data.
- B. Give Sales Cloud license to the Field Service team to view Order and Order Item data.
- C. Create a new permission set that grants access to the Order and Order Item object and assign it to the Field Service users.
- D. Create a new profile that grants access to the Order and Order Item object and assign it to the Field Service users.

**Answer: C**

Explanation:

To enable Field Service teams at Universal Containers to access sales order details from B2B Commerce Cloud, creating a permission set that grants access to relevant objects like Order and Order Item is an effective solution. This approach ensures that Field Service users have the necessary permissions to view order information, enhancing their ability to address customer inquiries in the field. Permission sets offer a flexible and granular way to manage access rights, allowing for customization according to specific user roles and requirements without altering the base profiles. This method aligns with Salesforce's best practices for access management, ensuring data security while providing users with the information they need to perform their roles effectively.

#### NEW QUESTION # 93

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 statuses 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: B**

Explanation:

Creating cases in Salesforce for late payments allows service representatives to have all the necessary information within their primary work environment. Orchestrating these events with MuleSoft and then using Marketing Cloud for communication ensures a seamless flow of information and allows for the leveraging of each system's strengths: Salesforce for case management and Marketing Cloud for customer communication.

This strategy aligns with the recommended practices for system integration and event-driven architectures in Salesforce ecosystems.

#### NEW QUESTION # 94

Mask Makers LLC has a traditional sales channel that uses an existing CPQ implementation to process orders. Customers frequently reorder previous purchases quickly and split the order into several deliveries for different locations. Additionally, these customers are given special pricing through Price Books in CPQ based on annual spending and other parameters. The customer currently makes their purchase by sending an email or calling their appointed sales representative, and then waits to receive a quote. Mask Makers LLC wants to move away from this very manual and time-consuming process. The company wants to provide its customers with a personalized experience that is simplified and streamlined with existing special pricing visible and the option to self-serve- Mask Makers LLC would also like to deliver this within a short timeframe, as business must continue to grow.

Which design approach should a Solution Architect recommend to meet these requirements within the timeframe while adhering to best practices.

- A. Implement B2B Commerce and use the CPQ B2B Commerce Connector to integrate to CPQ. Keep CPQ as the Product and Pricing master.
- B. Implement B2B Commerce and build a custom integration to CPQ. Keep CPQ as the Product and Pricing master.
- C. Implement B2B Commerce and use the CPQ B2B Commerce Connector to integrate to CPQ. Allow bidirectional updates to Products and Pricing.

- D. Implement B2B Commerce and use the CPQ B2B Commerce Connector to integrate to CPQ. Set B2B Commerce as the Product and Pricing master.

**Answer: A**

Explanation:

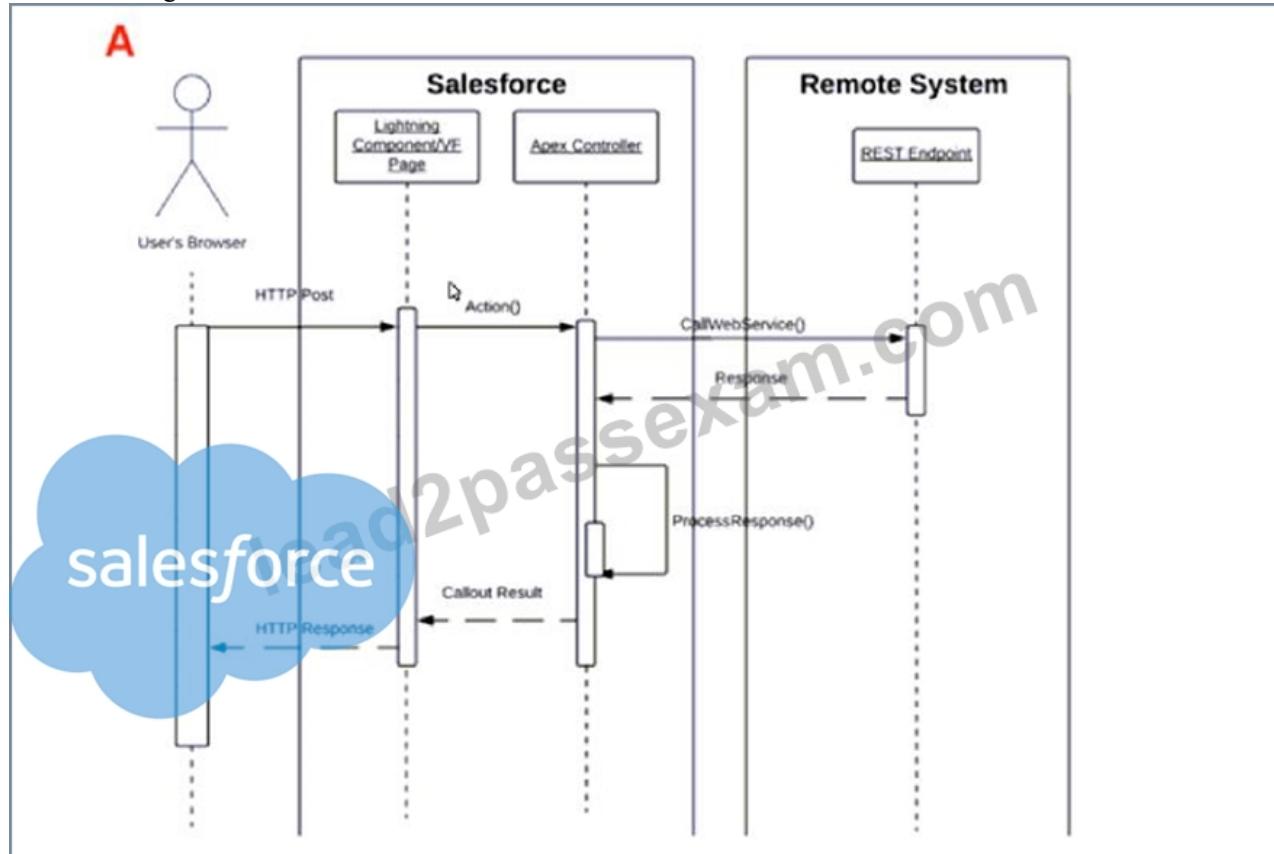
Implement B2B Commerce and use the CPQ B2B Commerce Connector to integrate to CPQ1. This is a fast and easy way of enabling self-service ordering for customers with existing special pricing from CPQ.

Keep CPQ as the Product and Pricing master1. This is a recommended practice to avoid data duplication and inconsistency between CPQ and B2B Commerce.

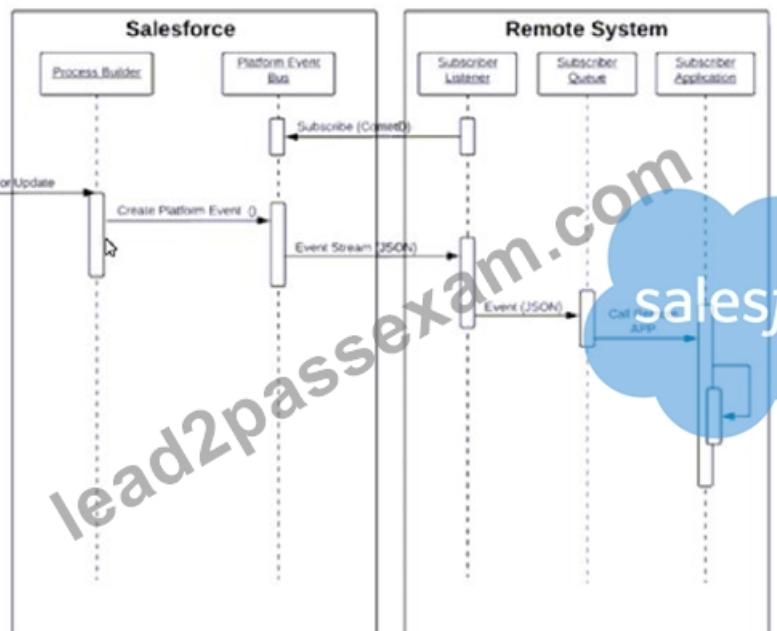
For Mask Makers LLC, implementing Salesforce B2B Commerce with integration to the existing CPQ system via the CPQ B2B Commerce Connector is the optimal approach. Keeping CPQ as the Product and Pricing master ensures that the complex pricing rules and special pricing agreements already established in CPQ are maintained and leveraged within the B2B Commerce environment. This setup allows customers to benefit from a streamlined and personalized self-service experience while ensuring pricing consistency and accuracy. The CPQ B2B Commerce Connector facilitates the seamless flow of product and pricing information from CPQ to B2B Commerce, enabling Mask Makers LLC to provide a simplified and efficient ordering process for its customers, adhering to Salesforce best practices for integrating CPQ and B2B Commerce.

#### NEW QUESTION # 95

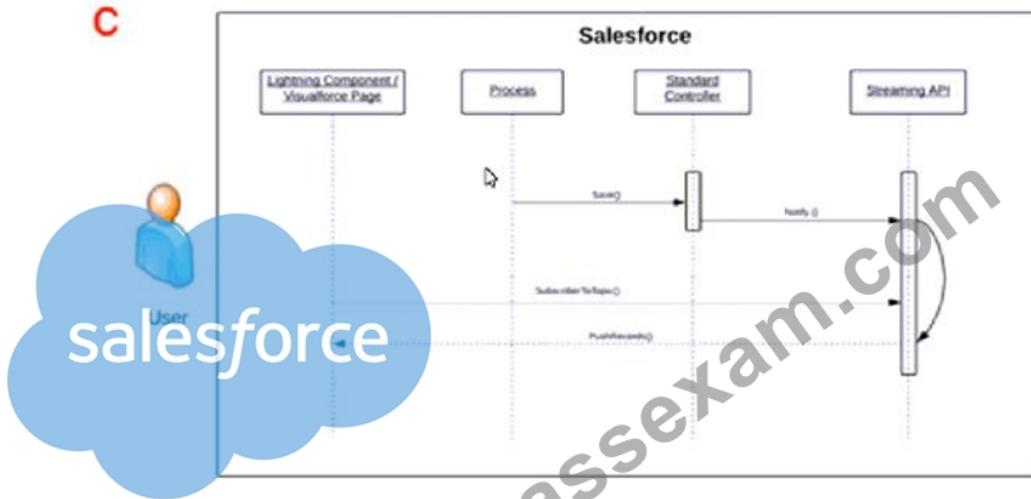
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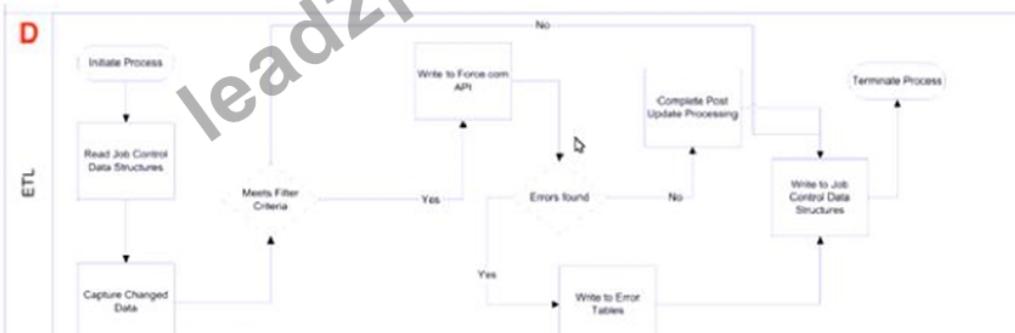
**B**  
User  
Ui or System



**C**



**D**



As part of its solution to accelerate overall sales, Universal Containers (UC) has chosen to implement a CPQ solution using Salesforce CPQ. As part of the CPQ solution, there is a requirement to retain UC's ERP as the Pricing and Product master. UC's business process results in Products and Pricing being updated sporadically once a week, and then on a much larger scale on a monthly basis, which could result in a large amount of records that need to be updated in Salesforce. Which strategy should the Solution Architect choose to handle this scenario?

- A. Option A, utilizing a VF/Lightning component in combination with an Apex Controller to make a REST call to the external service

- B. Option C, utilizing a VF/Lightning component in combination with an Apex Controller to make a call utilizing the Streaming API
- **C. Option D, utilizing an external ETL tool to batch load the records into Salesforce**
- D. Option B, utilizing Process Builder and Platform Events to communicate with the external services Subscriber Listener

**Answer: C**

Explanation:

Salesforce CPQ is an extension of the Salesforce CRM that automates the generation and processing of quotes, orders, and contracts. It enables your sales team to create quotes quickly and with minimal errors and efforts.

Salesforce CPQ can be integrated with ERP systems by converting Salesforce CPQ lead-to-order data into transactional data. This allows ERP systems to take over matching data and use it for accounting functions.

an external ETL tool can be used to batch load the records into Salesforce from the ERP system. This can handle large amounts of records that need to be updated sporadically or on a monthly basis.

<https://www.rapidionline.com/blog/salesforce-cpq-data-integration-increase-sales>

<https://www.salesforce.com/products/cpq/resources/what-is-salesforce-cpq/> Given the sporadic nature of updates and potentially large volumes of records that need to be updated in Salesforce, using an external ETL (Extract, Transform, Load) tool to batch load records is the most efficient strategy. ETL tools are designed to handle large data volumes and can schedule batch loads during off-peak hours to minimize the impact on system performance. This strategy aligns with Salesforce's own recommendations for handling bulk data operations, as documented in Salesforce's Bulk API Developer Guide.

**NEW QUESTION # 96**

Northern Trail Outfitters (NTO) is running a multi-cloud Salesforce implementation with lots of process integration between the clouds and other systems. During the project, NTO faces many challenges including a lack of agility and business value alignment, as well as silo-thinking. After trying different approaches, NTO begins to use Agile and is successful. The project manager now wonders what the recommended operating model would look like.

What should be a Solution Architect's first recommendation?

- A. NTO should set up a model of continuous backlog with teams aligned to the different products (capabilities) to improve efficiency.
- B. NTO should set up a model of continuous backlog with teams aligned to the different clouds to drive efficiency and team collaboration.
- C. NTO should set up an Operations team within IT to ensure proper management of the integrations going forward.
- **D. NTO should establish a Scaled Agile Center of Excellence to continuously improve agility and time to market.**

**Answer: D**

Explanation:

A Scaled Agile Center of Excellence (LACE) is a small team of people dedicated to implementing the SAFe Lean-Agile way of working<sup>1</sup>. A LACE can be used to gather information, lead change, share best practices, and keep people on the same page as the organization moves forward<sup>2</sup>. A LACE is a cornerstone of successful transformations because it encourages continuity and manages expectations<sup>3</sup>.

By establishing a LACE, NTO can leverage the benefits of agile at scale, such as faster delivery, higher quality, lower costs, and happier customers<sup>31</sup>. A LACE can also help NTO overcome the challenges of silo-thinking and lack of alignment by fostering collaboration and communication across different teams and systems<sup>21</sup>.

**NEW QUESTION # 97**

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