

Arch-301試験の準備方法 | 正確的なArch-301復習時間 試験 | 素敵なSalesforce Certified B2B Solution Architect最新テスト



さらに、JPNTTest Arch-301ダンプの一部が現在無料で提供されています: <https://drive.google.com/open?id=11jM4yPPz96M90Ch8kY8aDPHpml-ersdi>

効果的な勤勉さが結果に正比例することは誰もが知っているので、長年の勤勉な作業によって、私たちの専門家は頻繁にテストされた知識をあなたの参考のためにSalesforce Certified B2B Solution Architect実践資料に集めました。ですから、Salesforce Certified B2B Solution Architectトレーニング資料は彼らの努力の成果です。Salesforce Certified B2B Solution Architectの実践教材に頼ることで、以前に想像していた以上の成果を絶対に得ることができます。Salesforce Certified B2B Solution Architectの実際のArch-301テストを選択した顧客から収集された明確なデータがあり、合格率は98~100%です。したがって、成功を収めるチャンスは、当社の資料によって大幅に向上します。

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>> Arch-301復習時間 <<

真実なArch-301復習時間 - JPNTTest内の全て

私たちは常に新しい知識を習得していますが、常に忘れられているプロセスであり、この問題を解決する方法を常に忘れてしまいます。答えは良い記憶方法を持つことです。Arch-301試験問題はうまくいきます。この点について。Arch-301の実際の試験教材には独自の学習方法があり、従来の暗記学習を放棄し、テキストとグラフィックスの記憶方法の組み合わせなど、多様な記憶パターンを採用して、知識の記憶を区別します。Arch-301学習リファレンスファイルは非常に科学的で合理的であるため、安全に購入できます。

Salesforce Certified B2B Solution Architect認定Arch-301試験問題 (Q48-Q53):

質問 #48

Northern Trail Outfitters (WO) is transforming its service experience. NTO has created a RACI matrix to understand the key stakeholders' responsibilities for activities and decisions during a Salesforce Field Service discovery workshop. Which three NTO stakeholders should a Solution Architect recommend be defined as Consulted during the discovery workshop? Choose 3 answers

- A. Business Analyst
- B. Field Service Manager
- C. NTO employee representing a typical customer
- D. Project Manager
- E. Field Service Agent

正解: A、B、E

解説:

During the discovery workshop for Salesforce Field Service, consulting with the Field Service Manager, Business Analyst, and Field

Service Agent is essential. The Field Service Manager provides insight into operational needs and challenges, the Business Analyst contributes an understanding of technical requirements and process optimizations, and the Field Service Agent offers a frontline perspective on service delivery and customer interactions. Involving these stakeholders ensures that the solution architect gathers comprehensive insights into the service operations, aligning the Salesforce Field Service implementation with the actual needs and workflows of the organization, consistent with Salesforce's best practices for stakeholder engagement in discovery sessions.

質問 # 49

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. Facilitate a workshop with the executive leadership team, applying the journey mapping process to create a vision and align customer journey to business objectives.
- 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. 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.

正解： A

解説：

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>

質問 # 50

Universal Containers is in the process of implementing a CPQ and B2B Commerce solution. The Technology team has completed the development for the current sprint and is demonstrating the functionalities to the business stakeholders during their sprint demo. While demonstrating products and pricing, and Sync between B2B and CPQ when requesting a quote, the stakeholders make a new request to include tiered pricing and map it to discount schedules on CPQ.

Which approach should a Solution Architect recommend while addressing the feedback from the stakeholders?

- A. Include it as a user story and accommodate it in the same sprint, since this is a feasible requirement and the CPQ B2B Commerce Connector is already set up.
- B. Add the request as a new user story to the product backlog, and further schedule a meeting for prioritization and grooming.
- C. Convey that this can be potentially picked up in the next sprint since the technical changes needed for this new user story are low effort.
- D. Convey that it is not recommended to include it in the initial MVP, since an extension is needed on the CPQ B2B Commerce Connector for the new requirement.

正解： B

解説：

* CPQ B2B Commerce Connector is a tool that synchronizes data from CPQ product and pricing objects to B2B Commerce objects¹.

* CPQ uses discount schedules and B2B Commerce uses tiered pricing to handle volume-based pricing²³.

* The connector does not support mapping tiered pricing to discount schedules out of the box²³.

* The connector uses pricing from B2B Commerce to define the pricing on the generated quote lines by setting their Special Price fields⁴.

Incorporating new requirements, such as tiered pricing and mapping to discount schedules in CPQ, into an ongoing Salesforce CPQ and B2B Commerce project requires careful consideration of project scope, timelines, and resource availability. Adding the new requirement as a user story to the product backlog allows for a structured approach to evaluating its impact on the project. Scheduling a subsequent meeting for prioritization and grooming ensures that stakeholders can discuss the new requirement in detail, assess its feasibility, and decide on its inclusion in the project timeline. This approach aligns with agile project management best practices, allowing for flexibility in responding to new requirements while maintaining project focus and efficiency.

質問 #51

A team at Universal Containers (UC) is currently working on an initial release of Service Cloud. However, UC's management team is very enthusiastic about new features of the platform and wants to go to market with the new Service Cloud solution as soon as possible. The current objective of their initial Service Cloud release is mostly about managing their case workload and case assignment processes. A Solution Architect is called into a management meeting and asked when UC can go live with automated chatbots, Einstein case classification, and CRM Analytics for data insights.

How should a Solution Architect respond to the management team considering their request for these new capabilities?

- A. Agree that the new features are crucial to the success of the initiative and swap parts of the current scope for the most innovative feature.
- B. Explain the long-term vision and roadmap, and then propose a logical phasing in which the planned minimum viable product (MVP) is the first step on the journey that will eventually include the desired features.
- C. Agree with the management team to postpone the go-live and increase the scope to include the desired features.
- D. Explain to the management team that these features are still evolving and that it is best to wait a few releases so that they are stable before starting to use them in production.

正解： B

解説：

* Explaining the long-term vision and roadmap, and then proposing a logical phasing in which the planned minimum viable product (MVP) is the first step on the journey that will eventually include the desired features2. This option can help UC align their expectations with their business goals and priorities, while also demonstrating how they can achieve incremental value from their Service Cloud solution over time. The Solution Architect can also highlight the benefits of delivering an MVP first, such as validating assumptions, testing functionality, gathering feedback, and reducing risks.

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

質問 #52

Universal Containers (UC) is about to undergo its first release of its digital transformation initiative across clouds like Sales Cloud, B2B Commerce, Marketing Cloud Account Engagement, Experience Cloud, and MuleSoft. UC recently developed its Center of Excellence (CoE) model and is working on how to make sure its developers and administrators can go through a continuous release cycle. The product owner would like to make sure no work is overridden in sandboxes or production.

What is the first thing a Solution Architect should recommend within UC's DevOps setup?

- A. Make sure the developers all have access to the CLI so that they can package and push their changes to the next environment.
- B. Set up a source control based development process that's understood and followed by administrators and developers.
- C. Appoint a release manager who will set up the required environments and automated deployments in tandem with a source control based development process.
- D. Appoint a release manager who will keep track of all changes made and which changes have been deployed to the QA, SIT, and UAT environments as part of the sprint.

正解： B

解説：

Salesforce DevOps is a set of practices designed to help teams build, test, and release software faster and more reliably. It stems from the need to combine the responsibilities of both software development teams ('Dev') and operations teams ('Ops').

Salesforce DevOps Center is a new feature that enables admins and developers to manage releases and collaborate on a single set of configuration and code using an elegant point-and-click interface. It also integrates with version control, automates workflows, and releases with confidence using CI tools and the Metadata API.

Therefore, a Solution Architect should recommend setting up a source control based development process that's understood and followed by administrators and developers. This way, UC can ensure that no work is overridden in sandboxes or production, as well as improve team collaboration, code quality, and deployment speed.

質問 #53

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我々の目標はArch-301試験に準備するあなたに試験に合格させることです。この目標を実現するようには、我が社のJPNTesは試験改革のとともにめざましく推進していく、最も専門的なArch-301問題集をリリースしています。現時点で我々のSalesforce Arch-301問題集を使用しているあなたは試験にうまくパースできると信じられます。心配なく我々の真題を利用してください。

Arch-301最新テスト : <https://www.jpntest.com/shiken/Arch-301-mondaishu>

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試験の準備方法-検証するArch-301復習時間試験-素晴らしいArch-301最新テスト

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