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Salesforce Certified B2B Solution Architect Sample Questions (Q100-Q105):

NEW QUESTION # 100

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 team 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. For each Account, assign Sales Contacts to the Sales team and all the rest to a Customer Service representative assigned to the Account.

- C. Set the Contact object to PublicRead Only so that the sharing rules do not bog down performance for sharing.
 - **D. 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>
- QUESTIONNO: 39** A Solution Architect is working with a complex enterprise architecture that supports multiple business processes. Many previous transformation projects have struggled because of the interdependencies between the Salesforce production environment and other systems, as well as a lack of documentation.
- In which two ways can a Solution Architect gain a better understanding of the current state of the Salesforce production environment?
Choose 2 answers
- A: Speak to the business stakeholders to gather their suggestions for improvement.
 - B: Identify which system integrator did the previous implementation and ask them to document their work.
 - C: Examine the details of the current configuration to see how it is set up.
 - D: Work with the system administrator to identify who has the most knowledge of the current configuration.
- E. Assign all contacts to Sales team members to ensure sharing is streamlined and hide private fields from them.

Answer: A,B,D

Explanation:

* Examine the details of the current configuration to see how it is set up. This way, you can get a clear picture of what features and functionalities are being used, how they are configured, and how they support the business processes. You can also identify any technical debt, customizations, or integrations that may impact performance or scalability.

* Work with the system administrator to identify who has the most knowledge of the current configuration. This way, you can leverage their expertise and experience to understand how the system works and why it was designed that way. You can also get their feedback on any issues or challenges they face with maintaining or updating the system.

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

NEW QUESTION # 101

A Solution Architect is working with Northern Trail Outfitters' Sales and Services team. They are currently evaluating how many environments they need to procure. As part of a preliminary review, it was identified that although the different business units were happy working in separate environments, there is a requirement to know each other's transactions.

Which two requirements would make the Solution Architect recommend a Single org over a multi-org strategy?

Choose 2 answers

- A. Simple security architecture across lines of business
- B. Global case management across lines of business
- **C. Collaboration between lines of business**
- **D. Access to shared lines of business data**

Answer: C,D

Explanation:

* A. Collaboration between lines of business. According to 1 and 2, having a single-org architecture can facilitate collaboration between different lines of business by allowing them to share data, processes, workflows, reports, dashboards, etc. This can improve communication, efficiency, and productivity across the organization.

* D. Access to shared lines of business data. According to 1 and 3, having a single-org architecture can enable access to shared data across different lines of business by using common objects, fields, records, etc. This can improve data quality, consistency, and visibility across the organization.

NEW QUESTION # 102

Universal Containers recently began a project to connect its ERP with Salesforce. One of the requirements is a daily batch process

to create and update orders and order product information. The development team, using the corporate ETL tool, has created two processes to create these records using Bulk API. The test in the development environment worked fine, but in the production environment, some orderproduct records were not updated and showed an error "UNABLE_TO_LOCK_ROW:unable to obtain exclusive access to this record". There is one Process Builder on the Order Product object and no async process.

Which two steps should a Solution Architect recommend to avoid this error?

Choose 2 answers

- A. Sort the order product records by account and order before the Bulk API load.
- B. Change the Bulk API call to use Bulk API 2.0.
- C. Use the import wizard instead of Bulk API.
- D. Add a retry process for the records rejected by this error.

Answer: A,D

Explanation:

* B. Sort the order product records by account and order before the Bulk API load.

This answer can help avoid this error by reducing the chances of concurrent updates on the same parent record (account or order) by different batches. Sorting the records by account and order can ensure that all records related to a parent record are processed together in a single batch, which can prevent locking conflicts with other batches².

* D. Add a retry process for the records rejected by this error.

This answer can help recover from this error by attempting to update the rejected records again after some time interval. This can increase the likelihood of obtaining exclusive access to those records as they may be unlocked by then³.

Sorting order product records by account and order before using the Bulk API can minimize the likelihood of row lock errors by ensuring that related records are processed in a sequence that reduces the chance of concurrent access attempts. Additionally, implementing a retry mechanism for records that encounter the "UNABLE_TO_LOCK_ROW" error provides a robust error handling strategy, allowing the system another opportunity to process the records successfully. These recommendations are in line with Salesforce's best practices for bulk data processing, which emphasize the importance of efficient data loading strategies and error management to ensure data integrity and system performance during large-scale data operations.

NEW QUESTION # 103

Universal Containers (UC) is about to develop a new call center solution utilizing Salesforce products including Service Cloud, LiveMessage, Experience Cloud, and MuleSoft. UC would prefer no real customer data to be stored within Salesforce but to be made view only. These views should only be utilized by a select few individuals that may be assigned the ability to view this data temporarily and have it removed.

Which two features should a Solution Architect suggest to maintain these constraints?

- A. Third-party ETL, Profiles
- B. Salesforce Connect, User Permission Sets
- C. Salesforce Connect, User Profiles
- D. Apex Callouts, User Permissions Sets

Answer: B

Explanation:

Salesforce Connect allows you to integrate external data sources with Salesforce and access them in real time without storing them in Salesforce¹. User Permission Sets let you grant access to various tools and functions to users without changing their profiles². You can assign permission sets to users with different licenses and revoke them when needed³.

NEW QUESTION # 104

Universal Containers (UC) recently completed its migration to Lightning Experience, with sales users automatically moving to Lightning. This initiative was a massive undertaking by UC, as it had a tremendous amount of legacy functionality migrated over to Lightning from Classic. The CIO would like to make sure that UC is able to track adoption of the migrated functionality over from Classic to Lightning and what specifically was migrated.

Which two proposals should a Solution Architect recommend?

Choose 2 answers

- A. Provide the CIO the ability to roll back all changes once they feel Lightning is not adequate for their needs.
- B. Align with the CIO around the fact that while the functionality has been migrated, the data created between Classic and

Lightning will remain exactly the same.

- C. Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning.
- D. Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards.

Answer: C,D

Explanation:

The two proposals a Solution Architect should recommend to track adoption of migrated functionality from Classic to Lightning are:
B. Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards. C. Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning. Tracking adoption rates and success metrics is one of the best practices for driving Lightning Experience adoption, as it allows UC to measure how well users are using the migrated functionality and identify areas of improvement or feedback. According to 2, monitoring a change in metrics within existing reports and dashboards can also help UC evaluate the impact of Lightning Experience on their business performance and user satisfaction.

Providing a list of user stories around the new functionality can help UC communicate the benefits and value of Lightning Experience to their users and stakeholders, as well as align their expectations and goals with the migration project. According to 3, providing a gap analysis done between Classic and Lightning can also help UC understand what features or customizations are available or not available in Lightning Experience, as well as plan for any necessary changes or enhancements.

https://trailhead.salesforce.com/content/learn/modules/lex_migration_rollout/lex_migration_rollout_enabling

NEW QUESTION # 105

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