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B2B Solution Architect

Salesforce Certified B2B Solution Architect Exam



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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q40-Q45):

NEW QUESTION # 40

Universal Containers (UC) has acquired four companies and is looking to manage revenue across all mergers' territories seamlessly. UC wants to drive major business decision and selling strategies based on an efficient, complete, real-time view of team forecasts across territories from Salesforce. A sales user can be part of multiple territories and is usually working on multiple opportunities at a time.

Which technical consideration should a Solution Architect make when designing collaborative forecasting?

- A. If the sales user has many territories assigned to them, it can impact the performance of the forecast.
- B. Important details should be tracked at the opportunity line level.
- C. Forecast category names can be customized by submitting a Salesforce Support case.
- D. Archiving a territory model does not impact forecasts, quotas, and adjustments for all territories in the model.

Answer: A

NEW QUESTION # 41

AW Computing (AWC) has just completed a multi-cloud implementation for Salesforce and is facing major user adoption challenges. Users are complaining that the system is complicated and hard to navigate.

What can the Center of Excellence (CoE) for Salesforce do to help increase user adoption?

- A. Place all training materials on the home page so users can find them easily.
- B. Record hour-long pieces of training for each job role so users can review on their own time.
- C. Ensure each team has a Salesforce champion that can provide one-on-one training.
- D. Break down training materials into quick reference guides for job-specific functions.

Answer: D

NEW QUESTION # 42

During a go-live planning session, the business sponsor expressed some concerns related to achieving high adoption of the solution. Which two recommendations should a Solution Architect provide that can achieve higher adoption rates for a Salesforce multi-cloud implementation?

Choose 2 answers

- A. Suggest continuous training methods such as Trailhead, in-app guidance, or embedded videos so end users feel supported using the solution.
- B. Create a feedback loop to give end users the ability to share ideas on how to improve the solution and report bugs.
- C. Create recurring office hours for end users to call in to speak directly with the Solution Architect.
- D. Suggest that the executive team tie performance metrics to Salesforce usage.

Answer: A,B

Explanation:

To encourage high adoption rates, the Solution Architect should recommend:

B) Create a feedback loop to give end users the ability to share ideas on how to improve the solution and report bugs. This empowers users to contribute to the solution's success and ensures their needs and challenges are heard.

D) Suggest continuous training methods such as Trailhead, in-app guidance, or embedded videos so end users feel supported using the solution. This provides ongoing support and learning opportunities, making it easier for users to adapt to the new system.

Salesforce Trailhead and the in-app guidance feature are excellent resources for training and user adoption, as recommended by Salesforce's best practices for user engagement and adoption.

NEW QUESTION # 43

Universal Containers (UC) currently has Sales Cloud for its direct Sales team and is about to implement Revenue Cloud for them as well. UC is also bringing in Experience Cloud for its indirect Sales team which will integrate with Sales Cloud and Revenue Cloud.

The CIO would like to make sure they are working from a single operating model when it comes to defining their cross-departmental process and data utilization. The CIO wants to make sure there is no duplication of any data or processes that will require data hygiene constantly because of duplicative efforts.

What are the two initial questions a Solution Architect should ask the business in order to select the right operating model for business process standardization?

Choose 2 answers

- A. Can the direct Sales team use the standard functionality?
- B. Are the processes the same for the direct Sales team and indirect Sales team?
- C. Is the data shared between the direct Sales team and indirect Sales team?
- D. How critical are the business processes?

Answer: B,C

NEW QUESTION # 44

Universal Containers is in the process of implementing CPQ and Billing while integrating with ERP for order fulfillment. The Development team is looking to gather regular feedback from the business stakeholders through each sprint. Also, supporting an Agile methodology, they have agreed on a reasonable amount of flexibility in requirements during the course of the project. Which area should a Solution Architect look to receive feedback on at the earliest?

- A. Modifications required to ERP for integration purposes
- B. Invoice capabilities in ERP to accommodate billing
- C. Pricing sync between CPQ and ERP
- D. **Product and Pricing structure setup in CPQ**

Answer: D

Explanation:

It is important to set up the product and pricing structure in CPQ correctly and align it with the business requirements and expectations. This can affect how products are configured, quoted, priced, and ordered in CPQ and Billing, as well as how they are integrated with ERP for order fulfillment. Getting feedback on this area early can help avoid rework or errors later.

https://help.salesforce.com/s/articleView?id=blng_overview.htm&language=en_US&type=5

NEW QUESTION # 45

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