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Damit die Kandidaten bessere Noten bei der Salesforce Arch-301 Zertifizierungsprüfung bekommen können, versuchen wir ZertPruefung immer, unser Bestes zu tun. Nach mehrjährigen Bemühungen beträgt die Hit-Rate der Salesforce Arch-301 Zertifizierungsprüfung von ZertPruefung schon 100%. Wenn die Fragenkataloge zur Salesforce Arch-301 Zertifizierungsprüfung irgend ein Qualitätsproblem haben oder Sie die Zertifizierungsprüfung nicht bestehen, erstatten wir alle Ihren bezahlten Summe zurück.

Was unsere ZertPruefung für Sie erfüllen ist, dass alle Ihrer Bemühungen für die Vorbereitung der Salesforce Arch-301 von Erfolg krönen. Wenn Sie sich davon nicht überzeugen, können Sie zuerst unsere Demo probieren, erfahren Sie die Aufgaben der Salesforce Arch-301. Nach dem Probieren werden die Mühe und die Professionalität unser Team fühlen. Wenn Sie neben Salesforce Arch-301 noch auf andere Prüfungen vorbereiten, können Sie auch auf unserer Webseite suchen. Unsere große Menge der Unterlagen und Prüfungsaufgaben werden Ihnen Überraschung bringen!

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Es gibt eine Menge von Websites, die Salesforce Arch-301 Zertifizierungsprüfung und andere Schulungsunterlagen bieten. Aber ZertPruefung ist die einzige Website, die Ihnen qualitativ hochwertige Schulungsunterlagen zur Salesforce Arch-301 Zertifizierungsprüfung bietet. Unter der Anleitung und Hilfe von ZertPruefung können Sie die Salesforce Arch-301 Prüfung beim ersten Versuch bestehen. Die Fragenpool von ZertPruefung werden von den lebendigen IT-Experten nach ihren umfangreichen Wissen und Erfahrungen bearbeitet. Sie werden Sie sicher im IT-Bereich sehr fördern.

Salesforce Certified B2B Solution Architect Arch-301 Prüfungsfragen mit Lösungen (Q31-Q36):

31. Frage

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

Antwort: A

Begründung:

A Scaled Agile Center of Excellence (LACE) is a small team of people dedicated to implementing the SAFe Lean-Agile way of working¹. A LACE can be used to gather information, lead change, share best practices, and keep people on the same page as the organization moves forward². A LACE is a cornerstone of successful transformations because it encourages continuity and manages expectations³.

By establishing a LACE, NTO can leverage the benefits of agile at scale, such as faster delivery, higher quality, lower costs, and happier customers³. 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 systems².

32. Frage

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. 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.
- 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 it is not recommended to include M the initial MVP, since an extension is needed on the CPQ B2B Commerce Connector for the new requirement.
- D. 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.

Antwort: B

Begründung:

* 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 pricing².

* The connector does not support mapping tiered pricing to discount schedules out of the box³.

* 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.

33. Frage

Universal Containers (UC) currently utilizes Sales Cloud and Experience Cloud for its customers. For the next phase in its digital transformation, UC would like to enable its vast dealer network with the kinds of tools its direct Sales teams are currently using. UC is considering Partner Communities (PRM) on Experience Cloud.

UC's concern at the moment is making sure that its dealer network only gets access to the opportunities they themselves bring to UC or that UC submits to the dealer to close. This is a concern for the VP of direct sales who has issues with bringing PRM in at all.

What is the initial suggestion a Solution Architect should provide to make Partner Communities work for UC?

- **A. Utilize the external sharing model to differentiate the sharing models between Internal Sales users and External Communities users.**
- B. Create public groups of partner companies and users at dealers, and share the opportunities using sharing rules.
- C. Create two account lookups on the opportunity, one for dealer and one for partner company, and create sharing rules to share the records.
- D. Utilize the same sharing model within the Partner Community that customers are currently using within the Customer Community.

Antwort: A

Begründung:

For Universal Containers to ensure that its dealer network only accesses relevant opportunities, the external sharing model in Salesforce Experience Cloud offers a tailored solution. This model allows for distinct sharing settings between internal and external users, enabling granular control over data accessibility. By leveraging this model, UC can configure sharing rules and access levels specific to Partner Community users, ensuring dealers only see opportunities they are directly involved with. This approach addresses the VP of direct sales' concerns by safeguarding internal opportunity visibility while effectively enabling dealers through PRM capabilities. Salesforce's documentation on sharing models and communities best practices underscores the importance of utilizing external sharing models to maintain data security and integrity in collaborative environments like Partner Communities.

34. Frage

Universal Containers (UC) is about to complete the first phase of its digital transformation with its new Lead to Invoice process that incorporates several clouds like Sales Cloud, Service Cloud, Revenue Cloud, Experience Cloud, and MuleSoft. UC is now creating a Center of Excellence and focusing on a purely Agile methodology for working on new releases. UC wants to understand some of the considerations around release planning.

What are two recommendations a Solution Architect should make to ensure UC's releases to production work within its release schedule and there are no delays in future releases?

Choose 2 answers

- **A. Create a regular sprint cadence across the different teams to demonstrate new functionality.**
- **B. Use the last sprint of the release to stabilize it and eliminate identified issues.**
- C. Fix the scope of the sprint during release planning regardless of how long it takes.
- D. Utilize the last sprint to include functionality that was missed from previous sprints.

Antwort: A,B

Begründung:

For UC's digital transformation and adoption of Agile methodology, ensuring smooth and timely releases is crucial. The recommended practices are:

* B. Create a regular sprint cadence across the different teams to demonstrate new functionality.

Establishing a consistent rhythm for sprints helps align team efforts, ensures regular progress reviews, and facilitates the integration of new features. It fosters collaboration and keeps the project on track.

* C. Use the last sprint of the release to stabilize it and eliminate identified issues. Dedicating the final sprint to stabilization and issue resolution is a best practice in Agile methodologies. It allows the team to focus on quality assurance, performance testing, and user feedback, ensuring that the release is robust and meets user expectations.

Salesforce and Agile methodology guides, such as those found on Salesforce Trailhead and in Agile development literature, emphasize the importance of regular cadences and stabilization phases for successful project delivery and continuous improvement.

35. Frage

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.

Antwort: A

Begründung:

External objects are similar to custom objects but they map to data that's stored outside Salesforce. Salesforce Connect uses external data sources to access data that's stored outside your Salesforce organization¹. This way, UC can comply with data residency requirements and avoid datastorage 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.

Reference: Salesforce B2B Commerce Implementation Guide - Salesforce Connect for External Data Salesforce Connect allows for the integration of external data in real-time without storing it in Salesforce, using external objects which function like standard Salesforce objects. This would meet UC's need to view and report on Invoice, Order, and Inventory data on-demand, adhering to data residency requirements.

Salesforce Connect is designed for such scenarios, offering a solution that avoids data storage within Salesforce while providing access to external data as if it were native. This is in line with Salesforce's best practices for external data integration.

36. Frage

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