

B2B-Solution-Architect Echte Fragen - B2B-Solution-Architect Lernressourcen



B2B Solution Architect Practice Test

Salesforce B2B Solution Architect- Certification offered by the Salesforce. Since you want to comprehend the B2B Solution Architect Question Bank, I am assuming you are already in the manner of preparation for your B2B Solution Architect Certification Exam. To prepare for the actual exam, all you need is to study the content of this exam questions. You can recognize the weak area with our premium B2B Solution Architect practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to increase your confidence to pass the Salesforce B2B Solution Architect certification with a better score.



Salesforce Certified B2B Solution Architect

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Übrigens, Sie können die vollständige Version der Prüfung Frage B2B-Solution-Architect Prüfungsfragen aus dem Cloud-Speicher herunterladen: <https://drive.google.com/open?id=1Tv-WZBSMpSw3MYfvkBmzrkWuvMi0LD8j>

Wenn Sie Prüfung Frage wählen, können Sie 100% die Prüfung bestehen. Nach den Veränderungen der Prüfungsthemen der Salesforce B2B-Solution-Architect aktualisieren wir auch ständig unsere Schulungsunterlagen und bieten neue Prüfungsinhalte. Prüfung Frage bietet Ihnen rund um die Uhr kostenlosen Online-Service. Falls Sie in der Salesforce B2B-Solution-Architect Zertifizierungsprüfung durchfallen, zahlen wir Ihnen die gesamte Summe zurück.

Die Salesforce B2B-Solution-Architect-Zertifizierungsprüfung ist für Fachleute konzipiert, die im Bereich des Business-to-Business-Handels (B2B) arbeiten und Erfahrung mit Salesforce-Lösungen haben. Diese Zertifizierung ist ideal für Personen, die für die Gestaltung und Implementierung von Salesforce-Lösungen für Geschäftskunden verantwortlich sind. Die B2B-Solution-Architect-Zertifizierungsprüfung umfasst eine Vielzahl von Themen, einschließlich Salesforce Best Practices, Design Patterns und Lösungsarchitektur.

Salesforce B2B-Solution-Architect ist eine Zertifizierungsprüfung, die sich auf die Fähigkeiten und Kenntnisse konzentriert, die erforderlich sind, um komplexe B2B-Lösungen unter Verwendung der Salesforce-Plattform zu entwerfen und umzusetzen. Diese Zertifizierung ist für Fachleute konzipiert, die Erfahrung in der Lösungsarchitektur haben und an der Entwicklung von Lösungen für den B2B-Markt interessiert sind. Die Zertifizierungsprüfung soll Ihr Wissen und Ihre Expertise bei der Gestaltung und Umsetzung von B2B-Lösungen unter Verwendung von Salesforce validieren.

>> B2B-Solution-Architect Echte Fragen <<

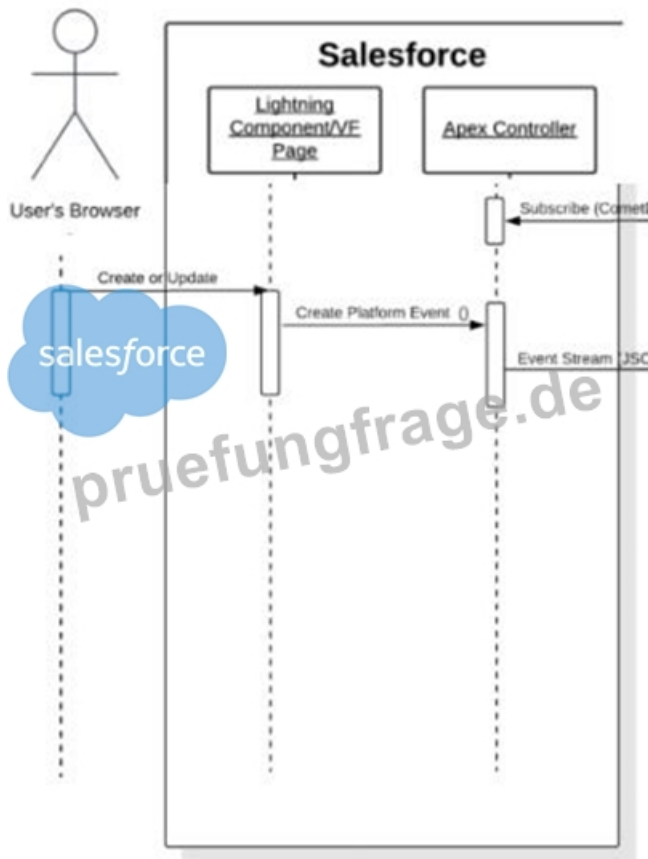
B2B-Solution-Architect Lernressourcen & B2B-Solution-Architect Fragen Beantworten

Welche Schulungsunterlagen zur Salesforce B2B-Solution-Architect Zertifizierungsprüfung sind die zuverlässigsten unter zahlreichen Webseiten? Selbstverständlich sind die Lehrbücher von PrüfungFrage die genauesten. PrüfungFrage verfügt über professionelle ausgebildete Arbeitnehmer, Zertifizierungsexperten, Techniker sowie Sprachmaster, die erforschen ständig die neuesten Salesforce B2B-Solution-Architect Prüfung und aktualisieren sie. Deswegen können Sie ganz beruhigt unsere Schulungsunterlagen zur Salesforce B2B-Solution-Architect Zertifizierungsprüfung benutzen, und wir versprechen Ihnen, dass Sie die Salesforce B2B-Solution-Architect Zertifizierungsprüfung bestimmt bestehen können.

Salesforce Certified B2B Solution Architect Exam B2B-Solution-Architect Prüfungsfragen mit Lösungen (Q86-Q91):

86. Frage

Refer to the images below:



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

Antwort: D

Begründung:

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.rapidonline.com/blog/salesforce-cpq-data-integration-increase-sales>
<https://www.salesforce.com/products/cpq/resources/what-is-salesforce-cpq/>

87. Frage

Universal Containers (UC) is using Sales Cloud and Service Cloud. UC wants a solution that can send scheduled emails on a daily, weekly, or monthly basis to existing customers and prospects. UC also wants to track if customers have opened the emails. There can be as little as 1,000 emails in a week or as many as 100,000 emails in a month, depending on the season. Based on that criteria, which solution should the Solution Architect recommend to UC?

- A. Develop a custom solution using scheduled Apex to send emails.
- B. Set up scheduled flows to handle email sending and tracking.
- C. Recommend Marketing Cloud Account Engagement.
- D. Recommend Marketing Cloud Personalization.

Antwort: C

Begründung:

For Universal Containers' requirements of sending scheduled emails and tracking opens, Marketing Cloud Account Engagement (formerly Pardot) is the recommended solution. It is specifically designed for B2B marketing automation, including email campaigns, lead nurturing, and engagement tracking. Marketing Cloud Account Engagement can handle the variable volume of emails and provides detailed analytics on email interactions, ensuring UC can effectively communicate with its audience and gain insights into campaign performance, in line with Salesforce's marketing automation best practices.

88. Frage

Universal Containers (UC) delivers packaging solutions to its customers based on volume schedule, which is part of a contract that UC is closing. Customers place orders against these contracts, and the orders are maintained in an ERP system outside of Salesforce.

Employees of UC want to track invoicing payment status on a monthly basis so that they can identify early when customer orders fall short of the contractual target.

Which two solution components should a Solution Architect recommend to meet this requirement?

Choose 2 answers

- A. Product and Revenue Schedules from Sales Cloud
- B. Orders and Order Products from Sales Cloud and a MuleSoft integration with the ERP
- C. Invoicing payment status sync between Salesforce Billing and ERP
- D. Opportunities and Opportunity Products from Sales Cloud

Antwort: A,B

Begründung:

orders and order products are objects that represent customer requests for products or services after a contract has been signed or an opportunity has been closed. Orders and order products can be used to track fulfillment status, invoicing status, revenue recognition, and contract compliance.

Orders and order products can be integrated with external systems using MuleSoft, which is a platform that enables data integration and API management across different applications and sources. MuleSoft can help sync data between Salesforce and ERP systems, such as order details, inventory levels, payment status, etc.

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

89. Frage

Universal Containers (UC) has gone through the design phase of its large initiative involving multiple Salesforce clouds and is about to go into the build phase. The CIO would prefer to create an internal Center of Excellence (CoE) to implement the solution versus make a third-party organisation responsible for the entire build given that they have the talent internally to support the initiative.

Which two recommendations should a Solution Architect make toward creating a CoC?

Choose 2 answers

- A. It will be much more cost effective to create a CoE.
- B. Documentation around the solution will not be a concern.
- **C. All development decisions will be made by internal resources.**
- **D. Knowledge of the solution will stay within the organization.**

Antwort: C,D

Begründung:

A Salesforce Center of Excellence (COE) is a centralized division within your company that oversees and manages all aspects of the Salesforce instance, including projects, maintenance, and support¹. A COE acts as a central governing body for the entire organization and funnels all decision making and product ownership through a single group². By creating a COE, you can ensure that all development decisions will be made by internal resources who have direct relationships with stakeholders throughout the company¹.

Another benefit of creating a COE is that knowledge of the solution will stay within the organization³. A COE provides leadership, best practices, research, support and training for Salesforce³. By having an internal team that is responsible for implementing and maintaining the solution, you can avoid relying on external vendors or consultants who may not have your best interests at heart or who may leave after the project is done⁴.

90. Frage

Universal Containers (UC) is undergoing a multi-year digital transformation across its Sales, Marketing, Fulfillment, and Accounting channels. Based on UC's initial success using MuleSoft's API-led approach as its integration strategy, UC chose Salesforce for its transformation. The Solution Architect assigned to the project has just begun pre-planning for the first phase with UC's Implementation team.

Which document should the Solution Architect ask for to get an overview of the customer's current infrastructure so they can begin the first phase of the digital transformation?

- A. A future state roadmap detailing all of the implementation phases
- B. A Reference Architecture Diagram complete with system of record notation
- **C. A MuleSoft Application Document complete with integration patterns**
- D. A Salesforce ERD Document complete with field definitions

Antwort: C

91. Frage

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Wenn man an sich glaubt, kann man wirklich was erreichen. Der Grund, warum PrüfungFrage jedem IT-Fachmann helfen kann, liegt in seiner Fähigkeit. Die Prüfungsmaterialien zur Salesforce B2B-Solution-Architect Zertifizierung von PrüfungFrage können Ihnen zum Erfolg verhelfen. Jede Beschränkung fängt im Herzen an. Wenn Sie die Salesforce B2B-Solution-Architect Prüfung bestehen wollen, werden Sie PrüfungFrage wählen. Eigentlich ist die Distanz zwischen Erfolg und Niederlage nicht weit. PrüfungFrage führt Sie zum Erfolg.

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