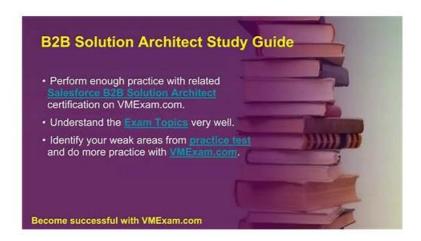
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# Salesforce Certified B2B Solution Architect Exam Sample Questions (Q20-Q25):

### **NEW OUESTION #20**

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. Work with the system administrator to identify who has the most knowledge of the current configuration.
- B. Examine the details of the current configuration to see how it is set up.

- C. Speak to the business stakeholders to gather their suggestions for improvement.
- D. Identify which system integrator did the previous implementation and ask them to document their work.

# Answer: A,B

#### Explanation:

Examine the details of the current configuration to see how it is set up2. 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 configuration2. 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 #21**

Northern Trail Outfitters (WTO) has around 500,000 active customers stored m the Account object. NTO gets an average of two orders per customer each month from both internal and online sales channels. NTO is expecting growth of 15% year-over-year (YoY). Various NTO users have recently started complaining about slower performances while accessing order information or running reports. NTO customers are also teeing slower responses while accessing their order history on B2B Commerce. Which two options should a Solution Architect consider to improve performance' Choose 2 answers

- A. Use external objects instead of standard B2B Commerce Order object.
- B. Enable reporting snapshots to store summarised information.
- C. Develop an archiving strategy around order records from Salesforce based on a criteria that works with customer.
- D. Create a custom component to display all order information.

#### Answer: A,C

#### Explanation:

To address performance issues at Northern Trail Outfitters, developing an archiving strategy for older order records can significantly improve system responsiveness by reducing the volume of data actively queried and processed. Additionally, leveraging external objects to manage order data, especially for historical or less frequently accessed records, can further alleviate the load on Salesforce's core databases, improving performance for both internal users and B2B Commerce customers.

#### **NEW QUESTION #22**

Universal Containers has recently provided its call center team the ability to troubleshoot issues coming from its B2B Commerce customers. Currently, the team utilises Service Cloud and, specifically, the Service Console. The CIO s concern is now different the experience will be as it relates to B2B Commerce for Visualforce versus what the team sees today within the Service Console. Which recommendation should the Solution Architect voice to the CIO to ensure higher adoption by the call center team?

- A. Implement an embedded web view of B2B Commerce within the Service Console.
- B. Implement the CSR flow so that call center agents can log m as the buyer within B2B Commerce and see their cart.
- C. Provide access to B2B Commerce data within the Service Console so they can see the cart.
- D. Implement Experience Cloud login as user so that call center agents can log in as the buyer within B2B Commerce and see their cart.

# Answer: B

# **NEW QUESTION #23**

The business model of Universal Containers (UC) puts a strong emphasis on indirect sales and service processes. UC's customers are primarily distributors, resellers, and service providers who either sell or service products independently, or collaborate with UC on joint opportunities and cases. In the past, collaboration was primarily driven through email but UC wants to bring both service and sales collaboration onto one consolidated platform.

Which solution should a Solution Architect recommend to create better collaboration and visibility for UC employees, resellers, and service partners?

- A. Grant access to resellers and partners by providing Partner Community licenses.
- B. Grant access to resellers and partners by providing Customer Community licenses.

- C. Grant access to resellers and partners by providing Sales Cloud licenses and Service Cloud licenses.
- D. Grant access to resellers and partners by providing Customer Community Plus licenses.

Answer: A

# **NEW QUESTION #24**

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

Answer: A,B

#### Explanation:

According to SOGAF Operating Models1, an operating model has two dimensions: business process standardization and business process integration. Business process standardization refers to how similar or different are the processes across different units of an organization, such as direct and indirect sales teams. Business process integration refers to how much data is shared across different units of an organization, such as direct and indirect sales teams.

By asking these two questions, a Solution Architect can determine which of the four types of operating models (coordination, diversification, replication, or unification) best suits Universal Containers' needs for cross-departmental process and data utilization1.

# **NEW QUESTION #25**

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