

B2B-Solution-Architect Vce Test Simulator, B2B-Solution-Architect Pass Exam



B2B Solution Architect Practice Test

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Salesforce Certified B2B Solution Architect exam is a comprehensive exam that covers a wide range of topics related to the Salesforce B2B Commerce platform. B2B-Solution-Architect exam consists of multiple-choice questions and is designed to test an individual's knowledge in areas such as product and pricing management, order and inventory management, and customer and partner management. B2B-Solution-Architect exam also covers topics such as data modeling, integrations, and security. Individuals who pass the exam will be recognized as experts in the field of B2B Commerce and will be able to help organizations design and implement effective solutions using the Salesforce platform.

To prepare for the Salesforce Certified B2B Solution Architect certification exam, you will need to have a deep understanding of B2B architecture and Salesforce platform. You should have experience in designing and implementing complex B2B solutions, as well as knowledge of Salesforce tools and features such as Apex, Visualforce, and Lightning components.

Salesforce B2B-Solution-Architect Certification is a highly valuable certification for professionals who specialize in architecting Salesforce solutions for B2B organizations. Salesforce Certified B2B Solution Architect Exam certification verifies that the candidate has the skills and knowledge necessary to architect solutions that meet the unique needs of B2B organizations, including complex

sales processes, pricing models, and account hierarchies. Salesforce Certified B2B Solution Architect Exam certification is highly sought after in the industry and is particularly valuable for professionals who work in sales, marketing, or customer service within B2B organizations.

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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q102-Q107):

NEW QUESTION # 102

Universal Containers (UC) sells automotive spare parts through a large network of partner retail outlets. UC's business model relies on partners (retail outlets) reaching out to UC to get access to its product catalog, selecting the product(s) they require, and then making bulk purchases. The partners occasionally reach out to UC sales representatives for advice or clarifications regarding particular SKUs on an opportunity on which they are co-sellers.

UC wants to offer discounts to partners who make large purchases. Further, UC wants to provide its partners with reports detailing their sales, including reports that summarize sales by partner, to help UC classify its partners accordingly.

Which solution should a Solution Architect recommend to meet UC's requirements?

- **A. Sales Cloud, B2B Commerce, and Partner Relationship Management**
- B. Sales Cloud, Service Cloud, and Partner Relationship Management
- C. Sales Cloud, Partner Relationship Management, and Einstein
- D. Sales Cloud, B2B Commerce, and Customer Community

Answer: A

NEW QUESTION # 103

Universal Containers is currently utilizing B2B Commerce Cloud, Service Cloud, and Field Service for its Sales teams, call center, and Field Service teams. The Field Service team would like to have visibility of Commerce Cloud data because customers in the field will often ask about sales order details.

What should the Solution Architect recommend to give this kind of data access?

- A. Give Sales Cloud license to the Field Service team to view Order and Order Item data.
- B. Create a new profile that grants access to the Order and Order Item object and assign it to the Field Service users.
- **C. Create a new permission set that grants access to the Order and Order Item object and assign it to the Field Service users.**
- D. Give Commerce Cloud license to the Field Service team to view Order and Order Item data.

Answer: C

NEW QUESTION # 104

Universal Containers (UC) is about to start a massive digital transformation project across multiple service channels. UC plans on using Service Cloud, Omni-Channel, chatbots, Knowledge, and Einstein AI throughout all the service capabilities. Before discovery can start, the key stakeholder would like to see the automated chat capabilities in action. They currently use a third-party Knowledge Base and are wondering what is the value of it over Salesforce Knowledge. They believe it will be chatbots but they are unsure.

What is one of the key benefits the Solution Architect should address within the context of the demo?

- A. Demo how a human being can have a real conversation with an Einstein AI-driven chatbot.

- B. Demo how the chatbot can provide a response to a customer's request by bringing together content from Knowledge articles.
- **C. Demo how the chatbot can utilize Knowledge within it to deflect customer issues before a case is created.**
- D. Demo how the chatbot can anticipate the responses of the customer before they make it, and generate Knowledge article responses based on what they have bought.

Answer: C

NEW QUESTION # 105

Universal Containers (UC) wants to enhance the online purchase experience for its customers. The product and pricing information is managed in a separate ERP, while customer purchases are primarily triggered online through self-service. UC often offers promotions and discounts through various online seasonal events. UC wants the ability to provide customized quotes based on its relationship with the customer, as well as proactively process and monitor renewal and upgrade opportunities.

A Solution Architect has identified Sales Cloud, CPQ, Billing, and B2B Commerce as part of a potential multi-cloud solution. Based on the above considerations, which option identifies the optimal data flow for this solution?

- A. Pricing and Product data should be pushed from ERP to both CPQ and B2B Commerce, keeping single source of truth. Promotions should be handled in B2B Commerce. Invoice and Billing should be maintained in Billing and pushed to B2B Commerce.
- B. Pricing and Product data should be pushed from ERP to B2B Commerce via the CPQ B2B Commerce Connector to CPQ. Promotions should be handled in B2B Commerce. Invoice and Billing should be maintained in Billing and surfaced on B2B Commerce via a Lightning component.
- **C. Pricing and Product data should be pushed from ERP to CPQ and from there to B2B Commerce via the CPQ B2B Commerce Connector. Promotions should be handled in B2B Commerce. Invoice and Billing should be maintained in Billing and presented on B2B Commerce via a Lightning component.**
- D. Pricing and Product data should be pushed from ERP to CPQ and from there to B2B Commerce via the CPQ B2B Commerce Connector. Promotions should be managed in CPQ as CPQ is the pricing master. Invoice and Billing should be managed in B2B Commerce and pushed to Billing.

Answer: C

Explanation:

the CPQ B2B Commerce Cloud Connector is an unmanaged package that allows B2B Commerce and CPQ customers to sync products, pricing, quote requests, and orders in both clouds.

https://help.salesforce.com/s/articleView?id=sf.icx_b2b_cart_to_quote_connector.htm&language=en_US&type=5

NEW QUESTION # 106

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. Apex Callouts, User Permissions Sets
- **C. Salesforce Connect, User Permission Sets**
- D. Salesforce Connect, User Profiles

Answer: C

NEW QUESTION # 107

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