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## Salesforce Certified B2C Solution Architect Sample Questions (Q144-Q149):

### NEW QUESTION # 144

Northern Trail Outfitters (NTO) wants to consolidate various legacy commerce platforms into one centrally-managed platform on B2C Commerce. The IT department has been working extensively with web frameworks (such as React and Angular) in recent years and wants to leverage the benefits of B2C Commerce, but maintain the flexibility of the user experience using headless commerce.

Which three considerations, beyond user experience, should a Solution Architect consider before confirming a headless approach? Choose 3 answers

- A. Developers will still be required to use the Commerce SDK for security purposes
- B. Additional infrastructure (for example Heroku servers) may be required to host the application
- C. Available Service, Marketing, and LINK accelerators may not work without modifications when using a headless approach
- D. Developers familiar with the web frameworks (React, Angular) will be familiar with the framework used by B2C Commerce
- E. Features that are available by default in the Storefront Reference Architecture (SFRA) app will need to be custom built in custom frameworks

**Answer: B,C,E**

Explanation:

a) Additional infrastructure (for example Heroku servers) may be required to host the application when using a headless approach. This can increase the complexity, cost, and maintenance of the solution. A Solution Architect should consider the trade-offs between flexibility and simplicity when choosing a headless approach. B. Features that are available by default in the Storefront Reference Architecture (SFRA) app will need to be custom built in custom frameworks when using a headless approach. This can increase the development time, effort, and risk of the solution. A Solution Architect should consider the benefits and drawbacks of using SFRA versus custom frameworks when choosing a headless approach. D. Available Service, Marketing, and LINK accelerators may not work without modifications when using a headless approach. This can limit the integration capabilities and functionality of the solution. A Solution Architect should consider the compatibility and extensibility of the accelerators when choosing a headless approach. Reference:

[https://help.salesforce.com/s/articleView?id=sfb2c\\_commerce\\_headless.htm&type=5](https://help.salesforce.com/s/articleView?id=sfb2c_commerce_headless.htm&type=5)

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### NEW QUESTION # 145

A company wants to migrate their existing in-house order management solution to the Salesforce Order Management product, which will trigger post-purchase transactional emails through Marketing Cloud. They are already using B2C Commerce, Service Cloud, and Marketing Cloud, as well as the B2C Commerce - Service Cloud Connector and Marketing Cloud Connect.

What are three actions that a Solution Architect must take when planning and deploying this solution? Choose 3 answers

- A. Integrate Salesforce Order Management to B2C Commerce for order history and user self service.
- B. Modify the Service Cloud Connector implementation to remove potentially conflicting features with the Order Management Connector.
- C. Replace the Service Cloud Connector with an Order Management Connector for B2C Commerce.
- D. Configure data extensions and triggered sends in Marketing Cloud to support transactional emails for ordering scenarios.
- E. Migrate subscriber keys in Marketing Cloud to a new Order Management customer identifier.

**Answer: A,B,E**

### NEW QUESTION # 146

Universal Containers (UC) wants to implement the right-to-be-forgotten requirement in their Salesforce org in order to be compliant with data privacy laws. This means that UC must delete, archive, or de-identify the data subject's PII in an org within 30 days of

their request.

What should a Solution Architect recommend to implement this requirement?"\*

- A. Implement a custom solution that allows system administrators to run a job to obscure or delete the data in the request scope.
- **B. Recommend Salesforce Privacy Center to manage how the Salesforce org retains, deletes, anonymizes, and transfers customer data.**
- C. Create a team who can manually review these requests and delete or obscure the data from all relevant systems.
- D. Implement a soft delete strategy by marking the data as "archived" or "deleted" without actually deleting it.

**Answer: B**

Explanation:

This answer is correct because Salesforce Privacy Center is a tool that helps satisfy customer requests and data privacy laws related to the right-to-be-forgotten requirement. Salesforce Privacy Center allows admins to create policies that delete, archive, or de-identify the data subject's PII in an org within 30 days of their request, without additional development. References:

[https://help.salesforce.com/s/articleView?](https://help.salesforce.com/s/articleView?id=privacy_center.htm&type=5&language=en_US)

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#### NEW QUESTION # 147

A Solution Architect is working on a project that will use Service Cloud and Marketing Cloud. The company is concerned about its service agents' productivity, since they will sometimes also require access to Marketing Cloud. The company wants the Solution Architect to implement a solution that lets agents authenticate and access all systems with the least possible clicks. The company wants agents to confirm their identity using multi-factor authentication (MFA) upon logging in to either system.

Which three activities does the Solution Architect need to complete in order to meet the company's requirements?

Choose 3 answers

- **A. Configure Marketing Cloud Connect,**
- B. Define which system is acting as an identity provider (IDP).
- **C. Enable MFA on the identity provider (IDP).**
- D. Enable Active Directory Federation Services (ADFS) and Salesforce Event Monitoring on the identity provider (IDP).
- **E. Enable SSO on both Service Cloud and Marketing Cloud.**

**Answer: A,C,E**

#### NEW QUESTION # 148

Universal Containers (UC) is sending Invoice data from an external ERP system into their Salesforce org.

Management is worried about data storage in their org, and after some analyses, they have identified the ERP Invoice records responsible for over 40% of the data storage. Their current business process does not require a Salesforce user to edit these records, so they can be read-only.

What recommendation should a Solution Architect make in order to reduce the storage size in Salesforce and still be able to access the ERP Invoice records in Salesforce?

- A. Use Platform Events to sync Invoice record changes
- B. Use Change Data Capture to sync Invoice records
- C. Build a custom solution to view the ERP Invoice records in Salesforce
- **D. Use Salesforce Connect/External Objects (with custom Apex adapters)**

**Answer: D**

Explanation:

This answer is correct because it is a way to reduce the storage size in Salesforce and still be able to access the ERP Invoice records in Salesforce. Salesforce Connect/External Objects can be used to display external data in Salesforce without copying or storing it. Custom Apex adapters can be used to connect to any external system that has a web service API, such as an ERP system. References: [https://help.salesforce.com/s/articleView?id=sf.datacloud\\_connect.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.datacloud_connect.htm&type=5)

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## NEW QUESTION # 149

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