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Salesforce Certified B2B Solution Architect certification is ideal for professionals who are involved in designing and implementing complex B2B solutions using Salesforce. Salesforce Certified B2B Solution Architect Exam certification is suitable for professionals who have experience in designing and implementing complex solutions and are looking to enhance their skills and validate their knowledge.

Salesforce B2B-Solution-Architect certification exam is a comprehensive exam that covers a wide range of topics related to B2B solutions using Salesforce. B2B-Solution-Architect Exam Tests the candidate's proficiency in designing and implementing complex solutions, analyzing business requirements, and providing recommendations for optimizing the use of Salesforce. B2B-Solution-Architect exam is designed to evaluate the candidate's understanding of the Salesforce platform and their ability to design and implement solutions that meet the unique needs of B2B organizations.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q23-Q28):

NEW QUESTION # 23
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 A, utilizing a VF/Lightning component in combination with an Apex Controller to make a REST call to the external service
- B. Option C, utilizing a VF/Lightning component in combination with an Apex Controller to make a call utilizing the Streaming API
- C. Option D, utilizing an external ETL tool to batch load the records into Salesforce
- D. Option B, utilizing Process Builder and Platform Events to communicate with the external services Subscriber Listener

Answer: C

Explanation:
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.rapidionline.com/blog/salesforce-cpq-data-integration-increase-sales
https://www.salesforce.com/products/cpq/resources/what-is-salesforce-cpq/

NEW QUESTION # 24
Universal Containers (UC) is currently utilizing Salesforce Revenue Cloud, Service Cloud, and Field Service for its internal Sales teams, call center, and field service teams. The field service team has asked for new data visibility around Sales and Service data because customers in the field will often ask about sales orders that typically exist within Revenue Cloud.
What is an immediate consideration a Solution Architect should provide regarding giving this kind of data access?

- A. Provide the field service team with a Sales Cloud license to view Order data.
- B. Generate a new permission set that grants access to the Order object and assign it to the field service users.
- C. Provide the field service team with CPQ licenses to view Order data.
- D. Generate a new profile that grants access to the Order object and assign it to the field service users.

Answer: B

NEW QUESTION # 25
A Solution Architect has gathered requirements from discovery with Northern Trail Hot Tubs below:
* Northern Trail Hot Tubs sells through a B2B2C model with Dealers.
* Northern Trail Hot Tubs tracks Dealer Opportunities in Salesforce, but wishes to have more insight into the sales process from its Dealers.
* Dealers would like to be able to get custom Hot Tub pricing quickly from Northern Trail Hot Tubs without having to wait for configuration estimates to come back from Northern Trail Hot Tubs.
* Northern Trail Hot Tubs supports its Dealers and Customers directly, and Dealers would like better insight into support that their Customers receive.

Which capabilities should a Solution Architect suggest to provide to Northern Trail Hot Tub Dealers?

- A. Experience Cloud and Service Cloud for Dealers to be able to request pricing through Cases and track Customer Cases
- B. B2B Commerce for Dealers to get pricing and Service Cloud for Cases
- C. Experience Cloud and Revenue Cloud for Dealers to get Quotes and view Cases
- D. Experience Cloud and Sales Cloud for Dealers to be able to create Opportunities and add Opportunity Products

Answer: D

NEW QUESTION # 26

Universal Containers uses the Salesforce Platform to track customer payments and any late payments. This is accomplished with an architecture that includes Marketing Cloud, Service Cloud, and an integration to the back-office billing system via MuleSoft. Invoices and payments are mastered in the billing system and exposed to Salesforce via MuleSoft. Notifications about customer payments are orchestrated out of Salesforce and emails are sent via Marketing Cloud. The late payment invoice data is required for service representatives to be able to reference within Salesforce.

What should the Solution Architect recommend when determining the role of each system for a use case of sending payment reminders?

- A. Load the payment and invoicing data within Salesforce from the billing system with MuleSoft, and drive payment notifications via Marketing Cloud.
- B. Create cases within Salesforce from the billing system based on payment statues with MuleSoft event orchestration and send payment notifications via Marketing Cloud.
- C. Integrate the billing system directly with Marketing Cloud via MuleSoft to trigger based on events from the billing system.
- D. Recommend a trigger from the billing system into Marketing Cloud, which sends customer formatted emails.

Answer: B

Explanation:
Creating cases in Salesforce for late payments allows service representatives to have all the necessary information within their primary work environment. Orchestrating these events with MuleSoft and then using Marketing Cloud for communication ensures a seamless flow of information and allows for the leveraging of each system's strengths: Salesforce for case management and Marketing Cloud for customer communication. This strategy aligns with the recommended practices for system integration and event-driven architectures in Salesforce ecosystems.

NEW QUESTION # 27

Universal Containers (UC) u 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. Salesforce Connect, User Profiles
- C. Salesforce Connect, User Permission Sets
- D. Apex Callouts, User Permissions Sets

Answer: D

NEW QUESTION # 28

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