시험패스가능한B2B-Solution-Architect최고품질덤프자료덤프샘플다운로드

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>> B2B-Solution-Architect최고품질 덤프자료 <<

Salesforce 인증 B2B-Solution-Architect 덤프

많은 사이트에서 Salesforce인증 B2B-Solution-Architect시험대비덤프를 제공해드리는데ITDumpsKR를 최강 추천합니 다. ITDumpsKR의Salesforce인증 B2B-Solution-Architect덤프에는 실제시험문제의 기출문제와 예상문제가 수록되어있

최신 Architect Exams B2B-Solution-Architect 무료샘플문제 (Q63-Q68):

질문 # 63
Universal Containers (UC) recently completed a successful implementation of B2B Commerce classic andsaw an immediate increase in both its customer experience ratings and overall bottom line due to the influx of sales through its commerce application. After this initial experience, UC decided to target its internal Sales team for the same successful outcome with Salesforce CPQ and Sales Cloud.
UC's requirements include that its internal Sales team be able to sell its current commerce catalog and expand this catalog to include even more products. In addition, UC wants to give its internal Sales team the ability to utilize CPQ's discounting functionality, along with approval rules for its Sales leadership team. Today, product and pricing is mastered in B2B Commerce and orders are fulfilled in the ERP.
What should a Solution Architect recommend when architecting a solution to meet UC's requirements?

- A. The Product and Pricing data should be mastered in B2B Commerce and integrated intoCPQ via REST API, and finally integrated to the ERP via SOAP API.
- B. The Product and Pricing Data should be mastered in the ERP and then integrated into both B2B Commerce and CPQ via REST API.
- C. The Product and Pricing data should be mastered in CPQ and integrated to B2B Commerce via Apex, and then finally integrated into the ERP via a middleware solution.
- D. The Product data should be mastered inside B2B Commerce, while Pricing should be mastered inside CPQ. Both solutions should be integrated via Apex and then integrated to the ERP via SOAPAPI.

정답：C

설명：
For UC's requirements, mastering Product and Pricing data in CPQ is optimal due to CPQ's robust pricing and discounting capabilities, which align with UC's goal to expand its catalog and utilize advanced discounting. Integrating this data into B2B Commerce via Apex ensures seamless data flow and real-time updates, essential for maintaining consistent product information across platforms. Middleware integration with the ERP facilitates complex data synchronization and process orchestration, handling diverse data formats and protocols, thus supporting the end-to-end order fulfillment process efficiently.

질문 # 64
Universal Containers (UC) is about to embark on a digital transformation initiative to make all of its back- office systems data visible to employees, customers. And partners via front-office capabilities like Salesforce.
The CIO has asked the team to identify their various systems, both back- and front-office, and correctly identify the proper use of those systems. The team plans to utilise the Systems of Engagement framework to classify their systems based on how they will be utilized within the enterprise architecture.
Salesforce is being utilued as the master for all sales data-like Opportunities, Quotes, and Cart data-and an ERP is the master for all invoice, order, and payment data.
How should the Solution Architect segment opportunities and order data in Salesforce*

- A. System of Engagement for Opportunities and SOR for Orders
- B. SOR for Opportunities and System of Intelligence for Orders
- C. System of record (SOP.) for Opportunities and System of Engagement for Orders
- D. SOR for Opportunities and SOR for Orders

정답：C

설명：
In Universal Containers' architecture, Salesforce serves as the System of Record (SOR) for sales data such as Opportunities and Quotes, centralizing sales activities and data management. Orders, once confirmed, transition to the ERP system, where they are processed and fulfilled, making the ERP the SOR for order, invoice, and payment data. This delineation ensures clear data ownership and process efficiency, with Salesforce facilitating customer engagement and sales processes, and the ERP managing financial transactions and fulfillment, in line with best practices for leveraging Salesforce in a multi-system environment.

질문 # 65

Universal Containers is in the process of implementing CPQ and Billing whileintegrating with ERP for order fulfillment. The Development team is looking to gather regular feedback from the business stakeholders through each sprint. Also, supporting an Agile methodology, they have agreed on a reasonable amount of flexibility in requirements during the course of the project.
Which area should a Solution Architect look to receive feedback on at the earliest?

- A. Invoice capabilities in ERP to accommodate billing
- B. Modifications required to ERP for integration purposes
- C. Product and Pricing structure setup in CPQ
- D. Pricing sync between CPQ and ERP

정답：C

설명：

it is important to set up the product and pricing structure in CPQ correctly and align it with the business requirements and expectations. This can affect how products are configured, quoted, priced, and ordered in CPQ and Billing, as well as how they are integrated with ERP for order fulfillment12. Getting feedback on this area early can help avoid rework or errors later. https://help.salesforce.com/s/articleView?id=blng_overview.htm&language=en_US&type=5 Getting feedback on the Product and Pricing structure setup in CPQ should be the earliest focus. This is foundational to the CPQ process and dictates how pricing sync, discounting, and ultimately invoicing will function. Early validation with business stakeholders ensures that the CPQ solution meets business requirements and can integrate seamlessly with ERP systems. Salesforce's best practices in CPQ implementation stress the importance of early stakeholder engagement, particularly around pricing strategies and product catalog setup.

질문 # 66
Northern Trail Outfitters (NTO) has a requirement to implement an Experience Cloud solution to allow its partners to log and view cases they have submitted, as well as track their opportunities. As part of the solution, NTO wants to be able to createdashboards that its partners can view within the community.
Which Experience Cloud license should the Solution Architect recommend?

- A. Customer Community Plus license
- B. Sales Cloud license
- C. Service Cloud license
- D. Partner Community license

정답：D

설명：

The Solution Architect should recommend a Partner Community license for this requirement. This license is designed for external partners and allows them to access and interact with Salesforce data and features, including submitting and viewing cases and tracking opportunities. Additionally, the Partner Community license includes the ability to create and view dashboards within the community.
https://help.salesforce.com/s/articleView?id=users_license_types_communities.htm&language=en_US&type=5 For partners to log and view cases as well as track opportunities, and view dashboards within the community, the Partner Community license is the appropriate choice. This license is designed for partner relationships and provides the necessary access to Salesforce objects and functionality needed for these tasks. Salesforce's licensing guide outlines the features available with the Partner Community license, supporting this recommendation.

질문 # 67
Universal Containers (UC) u selling containers globally via distributors and is experiencing significant double-digit growth year-over-year. UC uses a centralized ERP system that holds the financial information of the distributors. The ERP system is siloed but offers connectivity via APIs. The account managers need to reference the financial information stored in the ERP while approving an order of a distributor inside Salesforce. The financial information of a distributor may change ad-hoc during the day in the ERP system and account managers need the latest data in front of them.
What should a Solution Architect recommend while designing an integrated, scalable solution to meet UC's needs?

- A. Use Change Data Capture to update the changes on the financial information inside Salesforce m near-real time.
- B. Schedule a MuleSoft batch job to retrieve financial information from the ERP every night and store it inside Salesforce for quick access.
- C. Retrieve the financial information on-demand from the ERP via API and display the information as read-only using a lightning component.

- D. Use the scheduled data loader to extract the financial information every night from the ERP and save it inside Salesforce.

정답：C

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