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In addition to passing the certification exam, candidates must also meet certain prerequisites before they can become certified. These prerequisites include completing the Salesforce Certified Technical Architect (CTA) review board, as well as demonstrating a strong track record of success in designing and implementing B2B Commerce solutions.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q69-Q74):

NEW QUESTION # 69
Universal Containers (UC) has gone through the design phase of its large initiative involving multiple Salesforce clouds and is about to go into the build phase. The CIO would prefer to create an internal Center of Excellence (CoE) to implement the solution versus make a third-party organisation responsible for the entire build given that they have the talent internally to support the initiative.
Which two recommendations should a Solution Architect make toward creating a CoC?
Choose 2 answers

- A. Documentation around the solution will not be a concern.
- B. It will be much more cost effective to create a CoE.
- C. Knowledge of the solution will stay within the organization.
- D. All development decisions will be made by internal resources.

Answer: A,D

NEW QUESTION # 70
Universal Containers (UC) currently has Sales Cloud, Revenue Cloud, and Marketing Cloud Account Engagement within its existing Salesforce environment and is utilizing a standard Lead to Cash solution across those clouds. UC is 2 years into its Salesforce implementation, and the CIO is getting concerned with the sheer amount of data affecting its environment's data limits.
IT is doing upkeep on older records that may no longer be relevant. They have decided to start looking at data archival strategies and what to archive correctly. Given that this solution involves Leads from Marketing Cloud Account Engagement, Opportunities from Sales Cloud, and Quotes from Revenue Cloud, they are concerned about archiving related data on active sales pipelines. They also want to keep a historical snapshot of all of their Quotes, Opportunities, and Leads for future pipeline performance purposes and are open to options.
Choose 2 answers

- A. Segment the data in terms of data needed for daily operations, data that is used occasionally at demand, and data that is used purely for historical purposes.
- B. Understand the organization's regulatory requirements around right to retain or delete data.
- C. Recommend AppExchange solutions that provide capabilities around data archiving to the CIO.
- D. Propose Skinny Tables to the CIO before doing anything else.

Answer: B,D

NEW QUESTION # 71
Universal Containers (UC) has expanded rapidly in recent yean following a number of acquisitions. The new CMO wants to use all Leads from one of the acquired Salesforce orgs to luck-start a new targeted campaign in uC's mam Salesforce org. The acquired company would like to keep its Lead data because it enriches the Lead before it comes into Salesforce via third-party marketing tool and supports its direct sales channel. Beyond the Lead use case, both Salesforce orgs will remain completely independent from one another.
Which integration approach should a Solution Architect recommend between the UC mam org (the target org) and the acquired org (the source org)?

- A. Discuss a strategy between the source org and target org Sales teams on the criteria of Leads to migrate from the source

org to the target org, and migrate Leads to the target org before the enrichment within the source org.

- B. Discuss a strategy between the source org and target org Sales teams on the criteria of Leads to migrate from the source org to the target org, and migrate Leads to the target org after they are enriched in the source org.
- C. Discuss long-term strategies around deprecating the source org's ability to collect and enrich Lead data, and start to direct all Leads to the target org and ignore the source org.
- D. Discuss a strategy that includes manually migrating all Leads from the source org to the target org every day using data loader.

Answer: B

NEW QUESTION # 72
Universal Containers (UC) wants to ensure its field technicians are interacting with customers in a professional manner. The sales department already uses a third-party survey tool.
Which action should a Solution Architect recommend for UC to enab4e service managers to track customer satisfaction based on the technician and the job?

- A. Build a Salesforce Survey to send out after each service appointment and integrate that data with the third-party survey tool.
- B. Select an AppExchange app that sends a survey to each customer after a work order is completed.
- C. Use the existing survey tool by integrating the responses to the Service Appointment and Service Resource record.
- D. Use the existing survey tool by integrating the responses to Case number and User record.

Answer: C

NEW QUESTION # 73
Northern Trail Outfitters (WO) is transforming its service experience. NTO has created a RACI matrix to understand the key stakeholders' responsibilities for activities and decisions during a Salesforce Field Service discovery workshop.
Which three NTO stakeholders should a Solution Architect recommend be defined as Consulted during the discovery workshop?
Choose 3 answers

- A. Field Service Agent
- B. NTO employee representing a typical customer
- C. Business Analyst
- D. Field Service Manager
- E. Project Manager

Answer: B,D,E

NEW QUESTION # 74
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