

# B2B-Solution-Architect Valid Braindumps Questions & Reliable B2B-Solution-Architect Exam Simulations



## B2B Solution Architect Exam Details

Exam Name	Salesforce B2B Solution Architect
Exam Code	B2B Solution Architect
Exam Price	Registration fee: USD 400 Retake fee: USD 200
Duration	120 minutes
Number of Questions	60
Passing Score	58%
Recommended Training / Books	<a href="#">Study for the B2B Solution Architect Certification Trail</a> <a href="#">B2B Solution Architect Certification Trailmix</a>
Schedule Exam	<a href="#">Kryterion Webassessor</a>
Sample Questions	<a href="#">Salesforce B2B Solution Architect Sample Questions</a>
Recommended Practice	<a href="#">Salesforce Certified B2B Solution Architect Practice Test</a>

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## Salesforce Certified B2B Solution Architect Exam Sample Questions (Q10-Q15):

### NEW QUESTION # 10

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 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.
- B. 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.
- C. 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.
- 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**

### NEW QUESTION # 11

AC Computers has decided to extend its existing Sales Cloud solution by implementing Service Cloud and Marketing Cloud Account Engagement. AC Computers has defined two different work streams for Service Cloud and Marketing Cloud Account Engagement and wants each workstream to work iteratively in separate sandboxes and migrate to a single sandbox for UAT and integration testing. With the multiple workstreams, AC Computers needs a more rigorous change management process and an audit process.

Which two options should AC Computers consider to support both implementation workstreams?

Choose 2 answers

- A. Use scratch orgs and continuous deployment tools to merge the workstream builds.
- B. Use a version control system and CLI-based deployment tools to merge the workstream builds.
- C. Use package-based deployments and scratch orgs to merge the workstream builds.
- D. Use multiple development sandboxes and merge the workstream builds using change sets.

**Answer: A,B**

### NEW QUESTION # 12

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

**Answer: B**

Explanation:

Experience Cloud can provide dealers with a self-service portal to track opportunities and support cases, while Revenue Cloud (which includes Salesforce CPQ) can enable dealers to get custom pricing and generate quotes quickly. This combination meets all the outlined requirements, providing visibility into the sales process and support activities, as well as enabling efficient quoting. Salesforce's documentation on the capabilities of Experience Cloud and Revenue Cloud supports this recommendation.

### NEW QUESTION # 13

Universal Containers (UC) is concerned about potential data storage issues in Salesforce due to the Invoice, Order, and Inventory data that would be flowing in from various on-premise legacy CRM and ERP applications. UC would like to view and occasionally report on this data on-demand for day-to-day operational processes and would prefer not to store the data in Salesforce due to data residency requirements.

Which recommendation should the Solution Architect make to meet this requirement?

- A. Push the data into Salesforce and implement an archival strategy.
- **B. Re-architect the implementation using Salesforce Connect and external objects.**
- C. Write custom Apex code to retrieve the data in real time from external systems.
- D. Use Salesforce Orchestrator with MuleSoft to retrieve the data when it is needed.

**Answer: B**

Explanation:

External objects are similar to custom objects but they map to data that's stored outside Salesforce<sup>1</sup>. Salesforce Connect uses external data sources to access data that's stored outside your Salesforce organization<sup>1</sup>. This way, UC can comply with data residency requirements and avoid data storage issues.

Salesforce Connect allows Salesforce to seamlessly integrate with data that is external to the Salesforce platform, which in this case is the legacy CRM and ERP applications. External objects provide a real-time view of this external data, allowing UC to view and report on it as if it were stored natively in Salesforce, without actually storing it in Salesforce.

### NEW QUESTION # 14

Northern Trail Outfitters (NTO) is running a multi-cloud Salesforce implementation with lots of process integration between the clouds and other systems. During the project, NTO faces many challenges including a lack of agility and business value alignment, as well as silo-thinking. After trying different approaches, NTO begins to use Agile and is successful. The project manager now wonders what the recommended operating model would look like.

What should be a Solution Architect's first recommendation?

- **A. NTO should establish a Scaled Agile Center of Excellence to continuously improve agility and time to market.**
- B. NTO should set up a model of continuous backlog with teams aligned to the different clouds to drive efficiency and team collaboration.
- C. NTO should set up an Operations team within IT to ensure proper management of the integrations going forward.
- D. NTO should set up a model of continuous backlog with teams aligned to the different products (capabilities) to improve efficiency.

**Answer: A**

Explanation:

A Scaled Agile Center of Excellence (LACE) is a small team of people dedicated to implementing the SAFe Lean-Agile way of working<sup>1</sup>. A LACE can be used to gather information, lead change, share best practices, and keep people on the same page as the organization moves forward<sup>2</sup>. A LACE is a cornerstone of successful transformations because it encourages continuity and manages expectations<sup>3</sup>.

By establishing a LACE, NTO can leverage the benefits of agile at scale, such as faster delivery, higher quality, lower costs, and happier customers<sup>31</sup>. A LACE can also help NTO overcome the challenges of silo-thinking and lack of alignment by fostering collaboration and communication across different teams and systems<sup>21</sup>.

## NEW QUESTION # 15

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