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## Salesforce Certified B2B Solution Architect Sample Questions (Q12-Q17):

### NEW QUESTION # 12

3D Scanners needs to apply a discount automatically on the Quote Line for Distributors while in the Quote Line Editor. The percentage discount applied depends on attributes of the Distributor Account and that of the specific Product. Sales users can add additional discounts; however, those will need to go through an approval process that allows for resubmitting to only those that previously rejected the additional discount.

Which two options should a Solution Architect recommend to meet the requirements while keeping the user experience in mind?  
Choose 2 answers

- A. Flow
- B. CPQ license
- C. Price Rules
- D. CPQ Plus license

**Answer: B,C**

Explanation:

\* CPQ license<sup>2</sup>. This way, you can use Salesforce CPQ (Configure Price Quote) to automate complex quoting processes and apply discounts based on product and account attributes. You can also use CPQ approval rules to trigger approval requests for additional discounts and resubmit them to previous approvers.

\* Price Rules<sup>2</sup>. This way, you can use CPQ price rules to calculate discounts automatically on quote lines based on conditions and formulas. You can also use price actions to update quote line fields with discount values.

### NEW QUESTION # 13

Universal Containers recently began a project to connect its ERP with Salesforce. One of the requirements is a daily batch process to create and update orders and order product information. The development team, using the corporate ETL tool, has created two processes to create these records using Bulk API. The test in the development environment worked fine, but in the production environment, some orderproduct records were not updated and showed an error "UNABLE\_TO\_LOCK\_ROW:unable to obtain exclusive access to this record". There is one Process Builder on the Order Product object and no async process.

Which two steps should a Solution Architect recommend to avoid this error?

Choose 2 answers

- A. Use the import wizard instead of Bulk API.
- B. Change the Bulk API call to use Bulk API 2.0.
- C. Add a retry process for the records rejected by this error.
- D. Sort the order product records by account and order before the Bulk API load.

**Answer: C,D**

Explanation:

\* B. Sort the order product records by account and order before the Bulk API load.

This answer can help avoid this error by reducing the chances of concurrent updates on the same parent record (account or order) by different batches. Sorting the records by account and order can ensure that all records related to a parent record are processed together in a single batch, which can prevent locking conflicts with other batches<sup>2</sup>.

\* D. Add a retry process for the records rejected by this error.

This answer can help recover from this error by attempting to update the rejected records again after some time interval. This can increase the likelihood of obtaining exclusive access to those records as they may be unlocked by then<sup>3</sup>.

Sorting order product records by account and order before using the Bulk API can minimize the likelihood of row lock errors by ensuring that related records are processed in a sequence that reduces the chance of concurrent access attempts. Additionally, implementing a retry mechanism for records that encounter the "UNABLE\_TO\_LOCK\_ROW" error provides a robust error handling strategy, allowing the system another opportunity to process the records successfully. These recommendations are in line with Salesforce's best practices for bulk data processing, which emphasize the importance of efficient data loading strategies and error management to ensure data integrity and system performance during large-scale data operations.

### NEW QUESTION # 14

Universal Containers (UC) is at the end of its first and only design phase. UC decided to go ahead and build against the entire future design that was developed and agreed upon by its internal stakeholders and Center of Excellence. But a concern by the executive team is how UC can de-risk itself and stay within budget during the build while still hitting the objectives that were defined in the design phase.

Which recommendation should the Solution Architect make to alleviate the executive team's concerns during the build?

- A. Assure the executive team that the current project is at a fixed scope and there will not be any overrun on budget.
- B. Help the executive team understand that they created their entire complete vision of the solution already and there is no chance anything new will come up during the build.
- C. Promise the executive team that the project manager will always give comprehensive budget numbers every week and they will never overrun on budget.
- D. Help the executive team develop a governance framework; and team to focus on those concerns throughout the build and

track the budget.

**Answer: D**

Explanation:

To address the executive team's concerns about staying on budget and mitigating risks during the build phase, establishing a governance framework is essential. This framework should include clear roles, responsibilities, decision-making processes, and budget tracking mechanisms. Focusing on governance ensures that the project remains aligned with business objectives, addresses potential issues proactively, and maintains financial discipline, aligning with best practices for successful Salesforce implementations.

#### NEW QUESTION # 15

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. Recommend AppExchange solutions that provide capabilities around data archiving to the CIO.
- B. Understand the organization's regulatory requirements around right to retain or delete data.
- C. 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.
- D. Propose Skinny Tables to the CIO before doing anything else.

**Answer: B,C**

Explanation:

Before proposing any solutions to the CIO, it is important to understand the organization's regulatory requirements around right to retain or delete data. It is also important to segment the data into different categories based on the purpose of the data, such as data needed for daily operations, data that is used occasionally at demand, and data that is used purely for historical purposes. This will help the organization plan their data archival strategy more effectively. Additionally, the CIO can look into AppExchange solutions that provide capabilities around data archiving.

Option B is important because different industries and regions may have different laws and regulations regarding how long they need to keep certain types of data or when they need to delete them. For example, some financial records may need to be retained for a minimum of seven years, while some personal data may need to be deleted upon request<sup>1</sup>. Understanding these requirements can help UC decide what data can be archived and what data must be kept in Salesforce.

Option D is helpful because it can help UC prioritize and categorize their data based on how frequently and urgently they need to access it. For example, data that is needed for daily operations should be kept in Salesforce for optimal performance and availability, while data that is used occasionally at demand can be archived in an external system and accessed via Salesforce Connect<sup>2</sup>. Data that is used purely for historical purposes can be backed up in a secure storage system and deleted from Salesforce<sup>3</sup>.

#### NEW QUESTION # 16

Northern Trail Outfitters (NTO) is currently using Salesforce CPQ and would like to implement B2B Commerce Classes. NTO uses a Partner Community to allow partners to build complex bundles to provide detailed quotes to clients. NTO also wants to ensure that it does not have to maintain two databases of products.

Which two considerations should a Solution Architect keep in mind about the CPQ B2B Commerce Connector when synchronizing Product and Price data?

Choose 2 answers

- A. Discount schedules from CPQ will sync to discounts and promotions in B2B Commerce Classic
- B. The connector lets you sync simple products with a flat price.
- C. The connector does not support syncing complex CPQ bundles.
- D. The connector is a two-way sync for product and pricing logic.

**Answer: B,C**

#### Explanation:

When synchronizing product and price data between Salesforce CPQ and B2B Commerce using the CPQ B2B Commerce Connector, it's important to understand its capabilities and limitations. The connector is designed to sync simple products with straightforward pricing structures, but it does not support the synchronization of complex CPQ bundles that involve multiple components and pricing rules. This limitation requires careful planning around product catalog management and may necessitate custom solutions or workarounds for complex product offerings, aligning with Salesforce's documentation and best practices for using the CPQ B2B Commerce Connector.

#### NEW QUESTION # 17

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