

Latest Salesforce B2B-Solution-Architect Exam Registration, B2B-Solution-Architect Valid Test Pattern

B2B Solution Architect Certification Details	
Exam Code	B2B Solution Architect
Full Exam Name	Salesforce Certified B2B Solution Architect
No. of Questions	60
Online Practice Exam	Salesforce Certified B2B Solution Architect Practice Test
Sample Questions	Salesforce B2B Solution Architect Sample Questions
Passing Score	58%
Time Limit	120 minutes
Exam Fees	<ul style="list-style-type: none">Registration fee: USD 400Retake fee: USD 200
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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q69-Q74):

NEW QUESTION # 69

Universal Containers (UC) has acquired four companies and is looking to manage revenue across all mergers' territories seamlessly. UC wants to drive major business decision and selling strategies based on an efficient, complete, real-time view of team forecasts across territories from Salesforce. A sales user can be part of multiple territories and is usually working on multiple opportunities at a time.

Which technical consideration should a Solution Architect make when designing collaborative forecasting?

- A. Forecast category names can be customized by submitting a Salesforce Support case.
- B. Important details should be tracked at the opportunity line level.
- C. Archiving a territory model does not impact forecasts, quotas, and adjustments for all territories in the model.
- D. If the sales user has many territories assigned to them, it can impact the performance of the forecast.

Answer: D

NEW QUESTION # 70

Different teams at Universal Containers (UC) are experiencing challenges using their existing tools. The Sales team can only access their application from the office, the Marketing team has to manually import leads coming from the website into their campaign tool, and the Support team lacks a communication history repository between email, social networks, and calls. The website was developed by the IT team, and the Legal team is responsible for the Consent Management Platform used to meet GDPR requirements.

UC wants to improve its relationship with customers, so a digital redesign program is starting with the goal of moving to Salesforce solutions.

Which three steps are necessary to set up a program roadmap?

Choose 3 answers

- **A. Create project plans for each of the projects that will be on the roadmap.**
- B. Prioritize the transformation of activities involving the least development.
- **C. Identify the high-level workload capacity and planning of the IT and Legal teams.**
- **D. Explain how the program contributes to the business's goals.**
- E. Prioritize the transformation of activities related to customers' interactions.

Answer: A,C,D

NEW QUESTION # 71

Universal Containers (UC) is looking to implement a CPQ + B2B Commerce multi-cloud solution and use the CPQ B2B Commerce Connector to keep the two in sync. As part of this implementation, UC is looking to be able to have a streamlined product and pricing experience. As UC would like to sell product kits with tiered pricing through the self-service storefront, it would like to ensure this model can be supported effectively.

Which two considerations should a Solution Architect keep in mind for the implementation?

Choose 2 answers

- A. For the described multi-cloud solution, it is a best practice to set the CPQ precision to two decimal points.
- **B. for supporting kits in the B2B Commerce Storefront, they need to create equivalent bundle products on the CPQ side.**
- C. It is important to ensure the Price Rules run for Quotes initiated via 628 Commerce Storefront to maintain consistency in business rules being applied.
- **D. On the CPQ 826 Commerce Connector, the default mapping of tiered pricing in 826 Commerce is to Discount Schedules in CPQ.**

Answer: B,D

Explanation:

The CPQ B2B Commerce Cloud Connector is an unmanaged package from Salesforce Labs that allows B2B Commerce and CPQ customers to configure or customize functionality¹². It syncs products, pricing, quote requests, and orders in both clouds¹².

For supporting kits in the B2B Commerce Storefront, they need to create equivalent bundle products on the CPQ side³. A kit is a product that contains other products as components³. A bundle is a product that has one or more options that can be added or removed by a user⁴. The connector maps kits to bundles using a custom field called Kit ID on both objects³.

On the CPQ 826 Commerce Connector, the default mapping of tiered pricing in 826 Commerce is to Discount Schedules in CPQ⁵. Tiered pricing lets you set different prices for different quantities of a product⁵. Discount schedules let you apply discounts based on quantity or amount ranges for a product. The connector maps tiered prices to discount schedules using a custom field called Tiered Price ID on both objects⁵.

NEW QUESTION # 72

At Custom Cabinets LLC, the service appointments often span over multiple days but are 2 to 4 hours in duration per day. The company would like to optimize the service resource's day and have them see as many customers as possible. Additionally, Custom Cabinets LLC would like a customer service representative to follow up with the customer once the field work has been completed.

Which approach should the Solution Architect take to meet these requirements?

- **A. Leverage out-of-the-box Salesforce Field Service Multiday Service Appointments. Use declarative automation to send a follow-up email to the customer.**

- B. Leverage out-of-the-box Salesforce Field Service Work Types and declarative automation to clone Service Appointments for multiple days. Use declarative automation to create a follow-up Case for customer service.
- C. Leverage declarative automation to clone Service Appointments for multiple days. Use declarative automation to send a follow-up email to the customer.
- D. Leverage out-of-the-box Salesforce Field Service Work Types and out-of-the-box Multiday Service Appointments. Use declarative automation to create a follow-up Case for customer service.

Answer: A

Explanation:

Salesforce Field Service's out-of-the-box functionality for Multiday Service Appointments efficiently handles appointments spanning multiple days. Using declarative automation for follow-up emails ensures personalized customer engagement post-service, enhancing customer satisfaction and operational efficiency without the need for extensive custom development.

NEW QUESTION # 73

Universal Containers (UC) uses Sales Cloud, Service Cloud, and Experience Cloud. The implementation was completed 5+ years ago, and Service Cloud users are now expressing dissatisfaction with system performance. A custom Visualforce page was developed to show relevant data to Experience Cloud users. The same page is used by the Support team but displays more information based on their profile. UC has a small internal Support team for Salesforce that periodically enables new features in production.

Which best practice should the Solution Architect recommend to avoid these types of issues in the future?

- A. Assess the level of technical debt and test new features with the Product team in a Developer sandbox.
- B. Assess the level of data quality and test new features with a subset of users in production before enabling all users.
- C. Assess the level of data quality and test new features with a pilot before enabling for all users.
- D. Assess the level of technical debt and test new features in a sandbox before enabling in production.

Answer: C

NEW QUESTION # 74

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