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To pass the B2B-Solution-Architect Certification Exam, you will need to have a deep understanding of the Salesforce platform and its capabilities. You should also be familiar with common B2B use cases and best practices for designing and implementing solutions in a B2B context. Additionally, you should have experience working on complex B2B projects and be able to apply your knowledge to real-world scenarios.

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The Salesforce B2B-Solution-Architect certification exam is most useful for candidates who are from the working class, but students who are still in school can also use Salesforce B2B-Solution-Architect dumps in place of searching for other exam-related literature. In order to put it simply, we can state that the Salesforce B2B-Solution-Architect Practice Questions are the only thing that can save you from failing the challenging B2B-Solution-Architect certification exam.

Salesforce B2B-Solution-Architect exam covers a range of topics related to B2B Commerce, including understanding the B2B Commerce platform, designing B2B solutions, configuring and customizing the platform, managing data and analytics, and integrating the platform with other systems. B2B-Solution-Architect exam also covers topics such as security, performance, and scalability. B2B-Solution-Architect exam is designed to test the candidate's knowledge and ability to apply best practices in designing and implementing B2B solutions using Salesforce technology.

To earn the Salesforce Certified B2B Solution Architect certification, candidates must pass the B2B-Solution-Architect Certification Exam. B2B-Solution-Architect exam tests the candidate's knowledge in a variety of areas, including B2B commerce, Salesforce B2B technologies, and solution design. Candidates must also demonstrate their ability to design and implement complex B2B solutions that meet the unique needs of their organization. Salesforce Certified B2B Solution Architect Exam certification is ideal for individuals who are looking to advance their careers in B2B solution architecture and want to demonstrate their expertise in Salesforce technologies.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q51-

Q56):

NEW QUESTION # 51

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 managed in CPQ as CPQ is the pricing master. Invoice and Billing should be managed in B2B Commerce and pushed to Billing.
- 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 handled in B2B Commerce. Invoice and Billing should be maintained in Billing and presented on B2B Commerce via a Lightning component.

Answer: C

NEW QUESTION # 52

Recently, Universal Containers (UC) successfully launched a multi-cloud 62B implementation with Sales Cloud, Service Cloud, Experience Cloud, and B2B Commerce. As the Sales and Service Cloud development was performed by separate teams, UC created Process Builder automation for the Account object in separate Process Builder processes. As customers 90 through the sales process within Sales Cloud, the data on their customer account record is updated. As those same customers make purchases within B2B Commerce, the data on their customer account record is updated as well.

What are two reasons why a Solution Architect should recommend uniting these into a single Process Builder process?

Choose 2 answers

- A. Moving them into a single Process Builder process helps to reduce the number of queries and avoid hitting limits on the Account object.
- B. Moving them into a single Process Builder is the only way to ensure a naming convention is followed on the Account object.
- C. Moving one of the Process Builders into a flow will remove all automation conflicts on the Account object.
- D. Moving them into a single Process Builder process provides control over the order of the updates and actions triggered on the Account object.

Answer: A,D

Explanation:

The two reasons why a Solution Architect should recommend uniting the Sales Cloud and Service Cloud Process Builder processes into a single Process Builder process are: (A) Moving them into a single Process Builder process helps to reduce the number of queries and avoid hitting limits on the Account object; and (B) Moving them into a single Process Builder process provides control over the order of the updates and actions triggered on the Account object. By having them all in a single Process Builder process, UC can better manage the order in which updates and actions are triggered on the account object, ensuring that the most important updates and actions are performed first. Additionally, combining multiple Process Builder processes into one reduces the number of queries that need to be performed, helping to avoid hitting limits on the Account object.

NEW QUESTION # 53

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. Archiving a territory model does not impact forecasts, quotas, and adjustments for all territories in the model.
- C. Important details should be tracked at the opportunity line level.
- D. If the sales user has many territories assigned to them, it can impact the performance of the forecast.

Answer: D

Explanation:

In designing collaborative forecasting, especially in a complex organization like UC with multiple acquisitions and territories, it's crucial to consider the system's performance. When a sales user is assigned to multiple territories, and they work on numerous opportunities, it can significantly impact the system's ability to generate accurate and timely forecasts. Salesforce's own documentation on collaborative forecasting emphasizes the need to carefully manage territory assignments and forecast calculations to maintain system performance and forecast accuracy.

References to these considerations can be found in Salesforce's Release Notes and Administrator Guide, where Salesforce discusses best practices for managing territories and forecasts in complex sales environments.

https://help.salesforce.com/s/articleView?id=000199046&language=en_US&type=1

NEW QUESTION # 54

Universal Containers (UC) recently completed its migration to Lightning Experience, with sales users automatically moving to Lightning. This initiative was a massive undertaking by UC, as it had a tremendous amount of legacy functionality migrated over to Lightning from Classic. The CIO would like to make sure that UC is able to track adoption of the migrated functionality over from Classic to Lightning and what specifically was migrated.

Which two proposals should a Solution Architect recommend?

Choose 2 answers

- A. Align with the CIO around the fact that while the functionality has been migrated, the data created between Classic and Lightning will remain exactly the same.
- B. Provide the CIO the ability to roll back all changes once they feel Lightning is not adequate for their needs.
- C. Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards.
- D. Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning.

Answer: C,D

NEW QUESTION # 55

During a go-live planning session, the business sponsor expressed some concerns related to achieving high adoption of the solution. Which two recommendations should a Solution Architect provide that can achieve higher adoption rates for a Salesforce multi-cloud implementation?

Choose 2 answers

- A. Create recurring office hours for end users to call in to speak directly with the Solution Architect.
- B. Suggest continuous training methods such as Trailhead, in-app guidance, or embedded videos so end users feel supported using the solution.
- C. Create a feedback loop to give end users the ability to share ideas on how to improve the solution and report bugs.
- D. Suggest that the executive team tie performance metrics to Salesforce usage.

Answer: B,C

Explanation:

Creating a feedback loop is one of the best practices for increasing Salesforce adoption, as it allows end users to voice their opinions, suggestions, and issues, and makes them feel valued and heard. A feedback loop can also help identify areas of improvement and fix bugs in the solution.

Providing continuous training methods is another best practice for increasing Salesforce adoption, as it helps end users learn new features, functionalities, and best practices of using the solution. Continuous training methods can also reduce frustration and confusion among end users and increase their confidence and satisfaction.

<https://www.salesforceben.com/salesforce-adoption/>

<https://admin.salesforce.com/blog/2021/tips-to-increase-mfa-adoption-in-a-multi-cloud-environment>

NEW QUESTION # 56

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