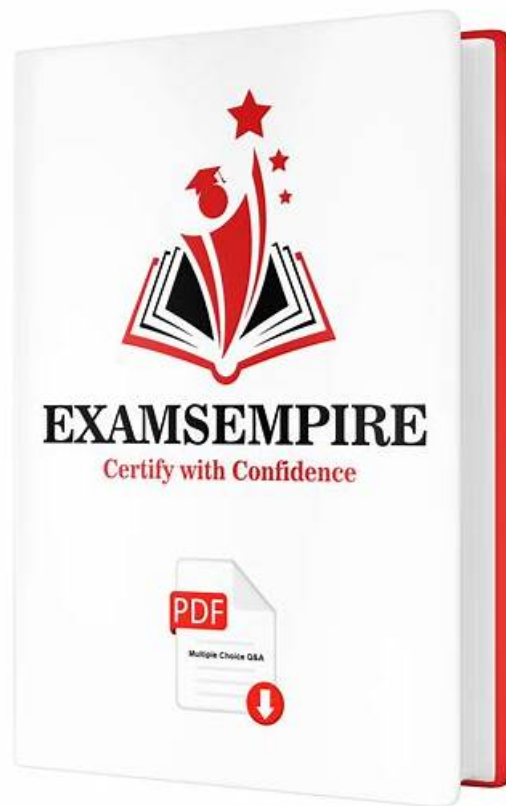


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Salesforce Certified B2B Solution Architect Sample Questions (Q64-Q69):

NEW QUESTION # 64

Universal Containers (UC) is undergoing a full digital transformation and has chosen Salesforce as one of the main components. UC will use Sales Cloud for online activities, CPQ for quote generation and renewals, B2B Commerce for online orders through its partnerships and vendors, an external ERP for fulfillment and invoicing, and Marketing Cloud for customer outreach. UC wants to create fluidity between the entire application landscape, and an integration between systems is required.

The application is expected to be able to generate an order based on any of the channels outlined above, and be utilized in UC's outreach to its customers.

Where should a Solution Architect recommend the system of record (SOR) be for all orders going forward?

- A. B2B Commerce Order Object
- B. Salesforce Custom Object
- C. Salesforce Order Object
- **D. In the ERP Order Object**

Answer: D

Explanation:

For Universal Containers (UC), maintaining the system of record (SOR) for all orders in the ERP Order Object is the most strategic approach, especially given the ERP's role in fulfillment and invoicing. This ensures that the ERP remains the authoritative source for order data, providing a single point of truth for financial transactions and order management. Integrating Salesforce clouds with the ERP allows for seamless data flow and operational efficiency, supporting UC's digital transformation goals while leveraging the ERP's robust capabilities for order processing and financial management.

NEW QUESTION # 65

AC Computers is hitting governor limits when trying to create orders and activate orders in Salesforce. Upon further investigation, it's discovered that AC Computers is trying to process hundreds of order products on a single order. The Order object also has various automation processes to update fields and integrate with a third-party order management system.

What is one solution a Solution Architect should evaluate first to resolve this issue?

- A. Install a third-party solution to process large orders.
- **B. Review to determine if moving automation to asynchronous Apex is required.**
- C. Create a custom object to hold orders in queue for processing.
- D. Enable Advanced Order Management to process large orders.

Answer: B

Explanation:

When hitting governor limits due to the volume of operations on the Order object, moving automation to asynchronous Apex (e.g., using future methods, batch Apex, or Queueable Apex) is often necessary. This allows for more efficient handling of bulk operations and reduces the chance of exceeding governor limits.

Salesforce provides guidelines on bulkifying code and using asynchronous operations to manage large data volumes effectively, which is essential for high-volume order processing.

NEW QUESTION # 66

GG3 has gone live with a B2B multi-cloud solution and plans to add more functionality over time. The company has a team of system administrators who each focus on a specific cloud and area of functionality.

GG3 has decided to use an Org-Based deployment approach. It wants to protect the investment made and set the team up for success in the future.

What should a Solution Architect recommend as a best practice to put checks in place for decisions on changes moving forward?

- A. Engage Salesforce services to manage all governance and represent as the Steering Committee.
- B. Engage a third-party company to manage all governance and represent as the Steering Committee.
- **C. Set up a Governance and Monitoring structure that includes a Steering Committee, a Center of Excellence, and a Data governance council.**
- D. Budget for a Governance and Monitoring structure that includes a communications plan and project methodology for the following year.

Answer: C

Explanation:

Establishing a robust Governance and Monitoring structure is essential for sustaining the long-term success of a Salesforce implementation. A Steering Committee provides strategic oversight and decision-making, ensuring that the project remains aligned with business objectives. A Center of Excellence (CoE) fosters best practices, innovation, and continuous improvement across all Salesforce clouds and functionalities. A Data Governance Council ensures data quality, security, and compliance. This comprehensive governance framework supports effective change management, promotes cross-functional collaboration, and ensures that the Salesforce ecosystem evolves in a controlled and strategic manner, consistent with Salesforce's recommendations for maintaining a healthy and effective Salesforce environment.

NEW QUESTION # 67

Big Server Company sells complex server solutions to customers through a reseller channel. Resellers will purchase complex servers as well as have warehouses to store quick need products for their customers, such as additional hard drives and cables. Big Server Company currently uses Salesforce CPQ for its Sales team. Big Server Company would like to be able to give resellers easy access to purchase warehouse type products through B2B Commerce; however, the company would also like to allow resellers to request additional discounts for large volume orders from the Sales team.

Which recommendation should a Solution Architect make to integrate B2B Commerce and Salesforce CPQ to accomplish this request?

- A. Create a request special pricing button in B2B Commerce that will create an opportunity for the sales representative and allow the sales representative to follow up.
- **B. Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to create a quote from the Resellers Cart, allowing a sales representative to configure discounts and sync back to cart.**
- C. Utilize an integration software, like MuleSoft, to sync carts and pricing between B2B Commerce and Salesforce CPQ.
- D. Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to sync the cart to Salesforce CPQ, and have a reseller price rule adjust pricing for the reseller based on volume.

Answer: B

Explanation:

This option allows you to use the Cart to Quote flow to create a quote from the Resellers Cart, allowing a sales representative to configure discounts and sync back to cart.

<https://appexchange.salesforce.com/appxListingDetail?listingId=a0N3u0000MSk6gEAD> The Salesforce CPQ & Billing and CPQ B2B Commerce Connector allows for seamless integration between B2B Commerce and Salesforce CPQ. Using the Cart to Quote flow, resellers can request additional discounts on large volume orders, which the sales team can review and configure in CPQ. This process enables the resellers to benefit from automated pricing while still allowing for personalized discounting from the sales team when necessary. Salesforce documentation on the CPQ & Billing and CPQ B2B Commerce Connector details this process and the capabilities of the integration.

NEW QUESTION # 68

AC Computers is getting ready to go live with automated subscription invoicing using Sales Cloud and Revenue Cloud. AC Computers' primary goal is to retire its homegrown system used for manual invoicing and migrate any outstanding bookings. The company wants to make sure there is little disruption to a customer's current invoicing schedule when it goes live with Salesforce Billing and retires the existing system.

Which three recommendations should a Solution Architect make to reduce customer impact?

Choose 3 answers

- **A. Migrate all historical payment methods from the homegrown system**
- B. Create a release and change management process to incorporate feedback and fix issues.
- C. Utilize the standard user adoption reports and dashboards to track invoice data.
- **D. Compare invoices as produced in both systems to ensure customer invoices are as expected.**
- **E. Provide training and enablement for end users and admins prior to go live.**

Answer: A,D,E

Explanation:

To minimize disruption during the transition to Salesforce Billing, migrating historical payment methods ensures continuity in payment processes and customer convenience. Providing comprehensive training and enablement for end users and admins is crucial for smooth adoption and effective use of the new system.

Comparing invoices from both systems helps verify accuracy and consistency, ensuring that customers receive correct billing

information, thus maintaining trust and satisfaction. These steps are in line with Salesforce's best practices for system migration and adoption, emphasizing the importance of data integrity, user preparedness, and continuity in customer-facing processes during system transitions.

NEW QUESTION # 69

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