

B2B-Solution-Architect Prüfung, B2B-Solution-Architect Exam Fragen

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	• Registration fee: USD 400 • Retake fee: USD 200
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Die Salesforce B2B-Solution-Architect Prüfung ist ein anspruchsvoller Test, der von Kandidaten ein tiefes Verständnis von Salesforce-Technologien und B2B-Branchen erfordert. Die Prüfung bewertet die Fähigkeit eines Kandidaten, Salesforce-Lösungen für Unternehmen zu entwerfen, zu implementieren und zu optimieren. Die Kandidaten müssen ihr Wissen über Salesforce-Architektur, Datenmodellierung, Sicherheit und Integration im Kontext von B2B-Branchen demonstrieren.

>> B2B-Solution-Architect Prüfung <<

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Unsere Webseite ZertFragen tun unseres Bestes, damit wir den Kandidaten den besten und bequemsten Kundendienst bieten können. Dank unseren gemeinsamen Anstrengungen haben die Erfolgsquote von ZertFragen zur Salesforce B2B-Solution-Architect Zertifizierungsprüfung 100% erreicht. Wenn Sie unsere Schulungsunterlagen zur Salesforce B2B-Solution-Architect Zertifizierungsprüfung kaufen, können Sie zudem eine einjährige Aktualisierung kostenlos genießen. Bitte beeilen Sie sich!

Salesforce Certified B2B Solution Architect Exam B2B-Solution-Architect Prüfungsfragen mit Lösungen (Q93-Q98):

93. Frage

Northern Trail Health has clients that have more than 10,000 employees. The company's Customer Service team handles requests from its client's employees directly and tracks various rebate programs per employee. Private information should not be shared with the Sales team and they should only see contacts that are relevant to the sales process.

Assuming that Sales and Service teams share certain contacts, in which two ways should a Solution Architect ensure optimal performance?

Choose 2 answers

- A. Use profiles and/or permission sets to give View All access to Customer Service on the Contact object.
- B. Assign all contacts to Sales team members to ensure sharing is streamlined and hide private fields from them.
- C. Set the Contact object to Public Read Only so that the sharing rules do not bog down performance for sharing.
- D. For each Account, assign Sales Contacts to the Sales team and all the rest to a Customer Service representative assigned

to the Account.

Antwort: A,C

Begründung:

Use profiles and/or permission sets to give View All access to Customer Service on the Contact object¹. This way, Customer Service can access all contacts without relying on sharing rules or manual sharing. This can improve performance by reducing the number of queries and calculations needed for sharing.

Set the Contact object to Public Read Only so that the sharing rules do not bog down performance for sharing². This way, Sales can see all contacts but not edit them. This can improve performance by avoiding unnecessary locking and contention issues caused by concurrent updates.

<https://trailhead.salesforce.com/en/credentials/sharingandvisibilityarchitect>

94. Frage

Universal Containers serves customers globally across two businesses. Each business has its own org for managing its sales and support operations. Each line of business also maintains its own reporting systems using both CRM Analytics and Salesforce reports, but the CEO is asking for a unique dashboard that includes the global opportunity pipeline with data from both orgs.

What should a Solution Architect propose?

- **A. Use CRM Analytics in the primary org and create a Salesforce External Connection. Then, create a dataflow to combine data from both orgs.**
- B. Use one org as primary and create external objects for the accounts and opportunities of the other one. Then, use standard reports.
- C. Use one org as primary and an ETL tool to synchronize the accounts and opportunities of the other org. Then, use standard reports.
- D. Use CRM Analytics in the primary org and then, in the dashboards, use Salesforce Connect to query the data from the other org.

Antwort: A

Begründung:

CRM Analytics (formerly known as Tableau CRM) allows for the creation of powerful dashboards that can incorporate data from multiple Salesforce orgs. By using CRM Analytics with an external connection and creating a dataflow, data from both orgs can be combined into a unified dashboard, providing the global visibility the CEO is requesting. This aligns with Salesforce's guidance on multi-org reporting using CRM Analytics, which enables cross-org data integration and visualization.

95. Frage

Universal Containers (UC) acquired two companies. As part of its transformation and consolidation program, UC needs to bring all of its disparate partner strategies together and see what can be combined across all of its indirect sales channels. Each company currently has its own Salesforce environment utilizing Sales Cloud and Experience Cloud for Partners. Each company also follows its own unique business processes for partners.

However, UC has recently developed a new vision and journey focused on a single indirect channel with a single Salesforce environment aligned to its corporate strategy.

Given UC's new journey for engaging its indirect channel, what are the next two steps the Solution Architect should recommend? Choose 2 answers

- **A. Completely unify all the channel strategies under the acquiring company's brand and strategy.**
- **B. Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell-with model within the new Partner Communities.**
- C. Tell the stakeholders to focus on having a single Partner Community across all channels with a singular branding.
- D. Identify the need for multiple Partner Communities by Indirect Sales Channel with branding and content specific to each channel.

Antwort: A,B

Begründung:

To align the partner strategies of the acquired companies with UC's new vision for a single indirect channel, the Solution Architect should recommend:

* A. Completely unify all the channel strategies under the acquiring company's brand and strategy. This ensures a cohesive approach

and aligns with the goal of a unified partner strategy.

* C. Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell- with model within the new Partner Communities. This facilitates collaboration between direct and indirect sales channels, leveraging the strengths of both to drive sales in the unified environment.

References to these strategies can be found in Salesforce's best practices for managing partner relationships and communities, as detailed in Salesforce Partner Community documentation.

96. Frage

During a B2B multi-cloud implementation, an executive sponsor from Universal Containers (UC) approaches the Solution Architect to discuss ongoing support and new functionality that will be rolled out to support UC. The current implementation supports Experience Cloud, Service Cloud, and Sales Cloud.

Which three recommendations should a Solution Architect make to ensure features are enabled without impacting user efficiency? Choose 3 answers

- A. Give users a way to raise support tickets for new features they do not understand.
- **B. Fully document all customizations added to the system.**
- **C. Ensure development, training, and production environments are in place.**
- D. Give users the ability to opt-out of any new feature they dislike.
- **E. Communicate and train users on new features.**

Antwort: B,C,E

Begründung:

Option C seems correct because it is important to document all the customizations added to the system, such as code, configuration, integrations, etc., so that they can be easily understood, maintained, and updated by the support team or future developers.

Option D seems correct because it is essential to communicate and train users on new features that are rolled out to support UC's business needs and goals. This can help users adopt the new features faster and more effectively, as well as reduce confusion or frustration.

Option E seems correct because it is advisable to have separate environments for development, training, and production purposes. This can help ensure that new features are developed and tested in a safe and isolated environment before being deployed to the production environment where they can affect real users and data.

97. Frage

The Northern Trail Outfitters (NTO) sales department currently uses Sales Cloud for its Sales team. The management team decided that the Sales team needs to start creating quotes based on the input from the finance department. NTO would like to implement quotes, contracted pricing, and invoicing for its customers.

Invoicing will be done based on an agreed billing cycle. The finance department would like to see a report on the invoices sent and track the details of the payments received. NTO also has a need for partners to be able to self-service their pipeline and quoting through a portal.

NTO's internal team decided to use Revenue Cloud and Experience Cloud as its solution.

What should a Solution Architect recommend as NTO begins its implementation?

- A. Advise the client to start with Experience Cloud.
- B. Select an AppExchange product focused on contract lifecycle management.
- C. Advise the client that Revenue Cloud is the starting point.
- **D. Develop an architectural plan to incorporate Revenue Cloud and Experience Cloud.**

Antwort: D

98. Frage

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