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The Salesforce B2B-Solution-Architect exam covers a wide range of topics, including B2B commerce, customer data management, integration, and security. Candidates must have a deep understanding of Salesforce products such as Sales Cloud, Service Cloud, Marketing Cloud, and Commerce Cloud, as well as experience with designing and implementing complex B2B solutions.

Salesforce B2B-Solution-Architect certification exam is intended for professionals who have a minimum of two years of experience in designing and implementing B2B solutions using the Salesforce platform. Candidates are required to have a strong understanding of Salesforce architecture, data modeling, and integration techniques. Additionally, candidates should have experience in working with large enterprise customers and complex business requirements.

Salesforce B2B-Solution-Architect Exam is a certification exam designed to validate the skills and knowledge of individuals in the role of a B2B Solution Architect. B2B-Solution-Architect exam is a part of the Salesforce Architect certification program and is specifically designed for professionals who work with Salesforce B2B Commerce Cloud solutions. B2B-Solution-Architect exam is designed to test the knowledge and skills of a B2B solution architect in areas such as commerce, sales, marketing, and customer service.

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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q56-Q61):

NEW QUESTION # 56

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

Answer: D

Explanation:

To avoid issues related to system performance and ensure the scalability of Salesforce solutions, it's crucial to manage technical debt and thoroughly test new features in a controlled environment. A sandbox provides a safe space for testing, allowing UC to simulate the impact of changes without affecting the production environment. This practice helps in identifying potential issues and resolving them before they can impact end-users.

Salesforce's documentation on best practices for managing technical debt and the use of sandboxes for testing provides guidance on these processes, emphasizing the importance of a proactive approach to system maintenance and feature testing.

<https://admin.salesforce.com/blog/2021/tech-debt-what-it-is-and-why-you-should-care>

NEW QUESTION # 57

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

Answer: B

NEW QUESTION # 58

Northern Trail Outfitters (NTO) has around 500,000 active customers stored in the Account object. NTO gets an average of two orders per customer each month from both internal and online sales channels. NTO is expecting growth of 15% year-over-year (YoY). Various NTO users have recently started complaining about slower performances while accessing order information or running reports. NTO customers are also seeing slower responses while accessing their order history on B2B Commerce.

Which two options should a Solution Architect consider to improve performance? Choose 2 answers

- **A. Develop an archiving strategy around order records from Salesforce based on a criteria that works with customer.**
- B. Create a custom component to display all order information.
- C. Use external objects instead of standard B2B Commerce Order object.
- **D. Enable reporting snapshots to store summarised information.**

Answer: A,D

NEW QUESTION # 59

Universal Containers (UC) has a multi-cloud implementation in place covering Service Cloud and Experience Cloud. As part of UC's support process, service agents often need to search across an external ERP that hosts the order information of its customers. They would like to see their ERP data in Salesforce but IT is weary of duplicating data across systems.

Which integration mechanism should achieve this with standard capabilities?

- **A. Bulk Rest API**
- B. SOAP API
- C. Salesforce Connect

- D. Change Data Capture

Answer: A

NEW QUESTION # 60

A Solution Architect is working with a complex enterprise architecture that supports multiple business processes. Many previous transformation projects have struggled because of the interdependencies between the Salesforce production environment and other systems, as well as a lack of documentation.

In which two ways can a Solution Architect gain a better understanding of the current state of the Salesforce production environment?

Choose 2 answers

- A. Work with the system administrator to identify who has the most knowledge of the current configuration.
- B. Examine the details of the current configuration to see how it is set up.
- C. Speak to the business stakeholders to gather their suggestions for improvement.
- D. Identify which system integrator did the previous implementation and ask them to document their work.

Answer: B,D

NEW QUESTION # 61

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