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B2B Solution Architect Practice Test

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Salesforce B2B-Solution-Architect (Salesforce Certified B2B Solution Architect) exam is a certification that is designed to test the knowledge and skills of professionals who work with the Salesforce B2B Commerce platform. Salesforce Certified B2B Solution Architect Exam certification is intended for individuals who have experience in designing B2B solutions using Salesforce technology. B2B-Solution-Architect Exam is designed to test the candidate's ability to design and implement complex B2B solutions using Salesforce technology.

Salesforce Certified B2B Solution Architect Exam is an excellent way for professionals to demonstrate their expertise in designing and implementing B2B solutions using Salesforce. Salesforce Certified B2B Solution Architect Exam certification is highly respected

in the industry and can help individuals advance their careers by demonstrating their skills and knowledge to potential employers.

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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q49-Q54):

NEW QUESTION # 49

A team at Universal Containers (UC) is currently working on an initial release of Service Cloud. However, UC's management team is very enthusiastic about new features of the platform and wants to go to market with the new Service Cloud solution as soon as possible. The current objective of their initial Service Cloud release is mostly about managing their case workload and case assignment processes. A Solution Architect is called into a management meeting and asked when UC can go live with automated chatbots, Einstein case classification, and CRM Analytics for data insights.

How should a Solution Architect respond to the management team considering their request for these new capabilities?

- A. Explain the long-term vision and roadmap, and then propose a logical phasing in which the planned minimum viable product (MVP) is the first step on the journey that will eventually include the desired features.
- B. Agree with the management team to postpone the go-live and increase the scope to include the desired features.
- **C. Agree that the new features are crucial to the success of the initiative and swap parts of the current scope for the most innovative feature.**
- D. Explain to the management team that these features are still evolving and that it is best to wait a few releases so that they are stable before starting to use them in production.

Answer: C

NEW QUESTION # 50

Universal Containers is currently utilizing B2B Commerce Cloud, Service Cloud, and Field Service for its Sales teams, call center, and Field Service teams. The Field Service team would like to have visibility of Commerce Cloud data because customers in the field will often ask about sales order details.

What should the Solution Architect recommend to give this kind of data access?

- A. Give Commerce Cloud license to the Field Service team to view Order and OrderItem data.
- B. Create a new profile that grants access to the Order and Order Item object and assign it to the Field Service users.
- C. Give Sales Cloud license to the Field Service team to view Order and Order Item data.
- **D. Create a new permission set that grants access to the Order and Order Item object and assign it to the Field Service users.**

Answer: D

Explanation:

To enable Field Service teams at Universal Containers to access sales order details from B2B Commerce Cloud, creating a permission set that grants access to relevant objects like Order and Order Item is an effective solution. This approach ensures that Field Service users have the necessary permissions to view order information, enhancing their ability to address customer inquiries in the field. Permission sets offer a flexible and granular way to manage access rights, allowing for customization according to specific user roles and requirements without altering the base profiles. This method aligns with Salesforce's best practices for access management, ensuring data security while providing users with the information they need to perform their roles effectively.

NEW QUESTION # 51

A client is running a project with a 626 multi-cloud setup involving Marketing Cloud, Sales Cloud, Service Cloud, Experience Cloud, and Mu'eSoft. Currently, MuleSoft is primarily used to integrate with third-party systems. Marketing Cloud is connected to Sales/Service using the standard connector. A recent requirement-gathering session, involving all functional streams, brought up the question of where consolidated reporting will happen. So far, reporting has only been looked at individually per stream.

There is a steering committee meeting 1 week from now. The Solution Architect was asked to provide different solutions to fix the problem. The expectation is that a high-level evaluation will be done prior the steering committee meeting so that an indication of options can be given and additional funding can be requested.

Which three critical steps should the Solution Architect take first?

Choose 3 answers

- A. Review the established and planned dataflows to understand where the systems of record sit and where data is transported to already.
- B. Ensure all data objects across the different clouds have a unique external identifier
- C. Identify key drivers and high-level data scope behind the need for a consolidated reporting
- D. Review the system landscape to identify other existing solutions for reporting and start to investigate high-level cost impacts (incl. licenses aspects) for the most viable.
- E. Draft a solution to show how consolidated reporting can be done using CRM Analytics.

Answer: C,D,E

NEW QUESTION # 52

Universal Containers is in the process of implementing CPQ and Billing while integrating with ERP for order fulfillment. The Development team is looking to gather regular feedback from the business stakeholders through each sprint. Also, supporting an Agile methodology, they have agreed on a reasonable amount of flexibility in requirements during the course of the project.

Which area should a Solution Architect look to receive feedback on at the earliest?

- A. Modifications required to ERP for integration purposes
- B. Invoice capabilities in ERP to accommodate billing
- C. Pricing sync between CPQ and ERP
- D. Product and Pricing structure setup in CPQ

Answer: C

NEW QUESTION # 53

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

Answer: B

NEW QUESTION # 54

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