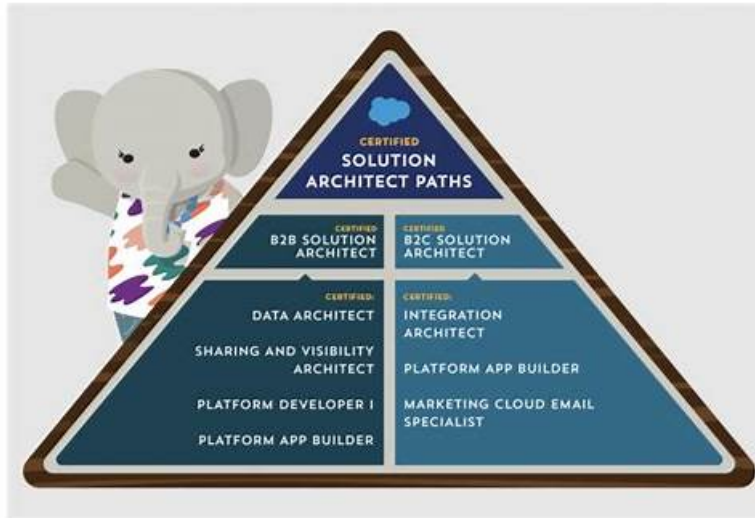# B2B-Solution-Architect Actual Tests - Salesforce First-grade B2B-Solution-Architect Test Review Pass Guaranteed

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Salesforce B2B-Solution-Architect Certification is an excellent way for professionals to demonstrate their expertise in B2B Commerce and advance their careers. Salesforce Certified B2B Solution Architect Exam certification is highly valued by employers and recognized globally. To earn this certification, candidates must pass the Salesforce Certified B2B Solution Architect exam, which is a rigorous test of their knowledge and skills. With the right preparation, candidates can successfully pass the exam and earn their certification, which can open up new career opportunities and enhance their professional credentials.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q67-Q72):

NEW QUESTION # 67
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. For each Account, assign Sales Contacts to the Sales team and all the rest to a Customer Service representative assigned to the Account.
- B. Set the Contact object to PublicRead Only so that the sharing rules do not bog down performance for sharing.
- C. Assign all contacts to Sales team members to ensure sharing is streamlined and hide private fields from them.
- D. Use profiles and/or permission sets to give View All access to Customer Service on the Contact object.

Answer: A,D

Explanation:

For optimal performance and data access control, the Solution Architect should:

A) Use profiles and/or permission sets to give View All access to Customer Service on the Contact object. This allows Customer Service to access the necessary contact information while maintaining the principle of least privilege.

D) For each Account, assign Sales Contacts to the Sales team and all the rest to a Customer Service representative assigned to the Account. This approach ensures that each team has access to the relevant contacts while keeping private information secure and maintaining system performance by minimizing complex sharing rules.

Salesforce's documentation on sharing and visibility best practices recommends such strategies to manage access to records efficiently and securely.

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

NEW QUESTION # 68

Universal Export has implemented multiple Salesforce products and has made it clear that it wants to maximize its investment and avoid buying any new products. For the company's next release, its business requirements seem to be a close fit for a product that Salesforce has. out it wants to develop a custom extension that replicates the functionality of that Salesforce module.

Which two actions should a Solution Architect take?

Choose 2 answers

- A. Consult with the IT department to review the extension requirements.
- B. Begin requirements gathering for integrations and data migration
- C. Advise the customer to use the out-of-the-box approach to avoid unnecessary technical debt.
- D. Evaluate the business benefit of the requested functionality to see if it justifies investment in the Salesforce product.

Answer: C,D

NEW QUESTION # 69

Universal Containers (UC) recently completed a successful implementation of B2B Commerce classic and saw an immediate increase in both its customer experience ratings and overall bottom line due to the influx of sales through its commerce application. After this initial experience, UC decided to target its internal Sales team for the same successful outcome with Salesforce CPQ and Sales Cloud.

UC's requirements include that its internal Sales team be able to sell its current commerce catalog and expand this catalog to include even more products. In addition, UC wants to give its internal Sales team the ability to utilize CPQ's discounting functionality, along with approval rules for its Sales leadership team. Today, product and pricing is mastered in B2B Commerce and orders are fulfilled in the ERP.

What should a Solution Architect recommend when architecting a solution to meet UC's requirements?

- A. The Product and Pricing Data should be mastered in the ERP and then integrated into both B2B Commerce and CPQ via REST API.
- B. The Product data should be mastered inside B2B Commerce, while Pricing should be mastered inside CPQ. Both solutions should be integrated via Apex and then integrated to the ERP via SOAP API.
- C. The Product and Pricing data should be mastered in B2B Commerce and integrated into CPQ via REST API, and finally integrated to the ERP via SOAP API.
- D. The Product and Pricing data should be mastered in CPQ and integrated to B2B Commerce via Apex, and then finally integrated into the ERP via a middleware solution.

Answer: A

NEW QUESTION # 70

Universal Containers (UC) is about to implement Sales Cloud, Service Cloud, and Revenue Cloud within its newly created Salesforce environment. But before UC begins, the CIO would like to understand the options for creating and migrating changes within Salesforce. UC is about to use a sandbox for the initial build and will deploy customisation up to the production environment. UC has decided to build packages of metadata to silo the functionality between the three clouds it is implementing for.

What are two key considerations a Solution Architect should keep in mind when recommending packaging?

Choose 2 answers

- A. It is impossible to track source control with package development; either the org owns the source or a source control does, but never both.
- B. Design the package as modular, loosely coupled units of metadata rather than large chunks of an org.
- C. Clouds like Revenue Cloud have their own packages so it is easy to work with them because their automation is limited.
- D. Only utilize one functional automation tool (Flow, Workflow Rules, Process Builder) per object.

Answer: B,C

NEW QUESTION # 71

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

Answer: A,C

Explanation:

Examine the details of the current configuration to see how it is set up2. This way, you can get a clear picture of what features and functionalities are being used, how they are configured, and how they support the business processes. You can also identify any technical debt, customizations, or integrations that may impact performance or scalability.

Work with the system administrator to identify who has the most knowledge of the current configuration2. This way, you can leverage their expertise and experience to understand how the system works and why it was designed that way. You can also get their feedback on any issues or challenges they face with maintaining or updating the system.

https://trailhead.salesforce.com/credentials/b2bsolutionarchitect

NEW QUESTION # 72

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