

検証する-完璧なB2B-Solution-Architect専門トレーリング試験-試験の準備方法B2B-Solution-Architect日本語復習赤本



さらに、It-Passports B2B-Solution-Architectダンプの一部が現在無料で提供されています：<https://drive.google.com/open?id=1MpetFXt9kXBq9UIGbEZeSofU8wWskAbS>

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>> B2B-Solution-Architect専門トレーリング <<

Salesforce B2B-Solution-Architect専門トレーリング & It-Passports - 認定試験のリーダー

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Salesforce B2B-Solution-Architect 認定試験の出題範囲:

トピック	出題範囲
トピック 1	<ul style="list-style-type: none">Delivery: This topic covers planning delivery steps from understanding business requirements to final configurations and showcasing solution capabilities through demos aligned with outcomes. It ensures readiness to implement solutions effectively and communicate value to stakeholders.

トピック 2	<ul style="list-style-type: none"> • Data Governance and Integration: B2B Solution Architects learn to define data flows, integration methods, and system relationships in complex multi-cloud architectures. The topic also covers strategies for data migration and synchronization while maintaining a robust governance model for customer expectations on data volume. It includes designing a sharing and visibility model that aligns with business needs and personas.
トピック 3	<ul style="list-style-type: none"> • Operationalize the Solution: In this topic, B2B Solution Architects focus on enabling stakeholders to manage and optimize implemented solutions through updated documentation, training, and centers of excellence. The topic also addresses identifying opportunities for continuous improvement to maximize business benefits and adoption strategies for sustained success.
トピック 4	<ul style="list-style-type: none"> • Design: This topic guides B2B Solution Architects in defining technical and functional solutions that adhere to Salesforce standards, ensuring alignment with business objectives. It includes recommending Salesforce or AppExchange solutions, assessing design options and risks, and facilitating stakeholder acceptance of design documents. The topic also focuses on selecting the best methods for integrating multi-cloud data.
トピック 5	<ul style="list-style-type: none"> • Discovery and Customer Success: This topic empowers B2B Solution Architects to document and articulate business needs, value, and vision for a B2B multi-cloud solution tailored to specific business outcomes. Additionally, it emphasizes defining a comprehensive future blueprint architecture aligned with customer landscapes to create a product roadmap. Furthermore, it outlines the incremental steps required to achieve the agreed-upon future state that drives business success.

Salesforce Certified B2B Solution Architect Exam 認定 B2B-Solution-Architect 試験問題 (Q108-Q113):

質問 # 108

Refer to the images below:

As part of its solution to accelerate overall sales. Universal Containers (UC) has chosen to implement a CPQ solution using Salesforce CPQ. As part of the CPQ solution, there is a requirement to retain UC's ERP as the Pricing and Product master. UC's business process results in Products and Pricing being updated sporadically once a week, and then on a much larger scale on a monthly basis, which could result in a large amount of records that need to be updated in Salesforce.

Which strategy should the Solution Architect choose to handle this scenario?

- A. Option A, utilizing a VF/Lightning component in combination with an Apex Controller to make a REST call to the external service
- B. Option B, utilizing Process Builder and Platform Events to communicate with the external services Subscriber Listener
- C. Option C, utilizing a VF/Lightning component in combination with an Apex Controller to make a call utilizing the Streaming API
- D. Option D, utilizing an external ETL tool to batch load the records into Salesforce

正解: D

解説:

Salesforce CPQ is an extension of the Salesforce CRM that automates the generation and processing of quotes, orders, and contracts. It enables your sales team to create quotes quickly and with minimal errors and efforts.

Salesforce CPQ can be integrated with ERP systems by converting Salesforce CPQ lead-to-order data into transactional data. This allows ERP systems to take over matching data and use it for accounting functions.

an external ETL tool can be used to batch load the records into Salesforce from the ERP system. This can handle large amounts of records that need to be updated sporadically or on a monthly basis.

<https://www.rapidionline.com/blog/salesforce-cpq-data-integration-increase-sales>

<https://www.salesforce.com/products/cpq/resources/what-is-salesforce-cpq/>

質問 # 109

Universal Containers (UC) delivers packaging solutions to its customers based on volume schedule, which is part of a contract that UC is closing. Customers place orders against these contracts, and the orders are maintained in an ERP system outside of Salesforce.

Employees of UC want to track invoicing payment status on a monthly basis so that they can identify early when customer orders fall

short of the contractual target.

Which two solution components should a Solution Architect recommend to meet this requirement?

Choose 2 answers

- A. Invoicing payment status sync between Salesforce Billing and ERP
- B. Product and Revenue Schedules from Sales Cloud
- C. Orders and Order Products from Sales Cloud and a MuleSoft integration with the ERP
- D. Opportunities and Opportunity Products from Sales Cloud

正解: A, C

解説:

To track invoicing payment status and identify discrepancies in customer orders against contractual targets, integrating Salesforce Billing with the ERP system is essential. This integration allows for real-time synchronization of invoicing and payment statuses, providing UC employees with up-to-date information. Using MuleSoft for integration facilitates seamless data exchange between Salesforce and the ERP, ensuring that order information is accurately reflected in Salesforce. This setup supports efficient monitoring and management of contractual obligations and financial transactions. Salesforce Billing offers capabilities for managing invoicing and payments within the Salesforce ecosystem, while MuleSoft's Anypoint Platform enables robust API-led connectivity between systems, aligning with Salesforce's recommended practices for system integration and data management.

質問 # 110

Universal Containers (UC) wants to add and integrate Marketing Cloud Account Engagement after a recent acquisition. The integration into the global architecture will be as follows:

- * Marketing Cloud Account Engagement will be used for lead nurturing with Engagement Studio.
- * Marketing Cloud Account Engagement forms will be set up in a website.
- * Sales Cloud will manage leads created by Marketing Cloud Account Engagement.

UC wants to facilitate adoption by giving sales representatives and marketers enough time to learn about new features on a training platform.

Which approach should a Solution Architect recommend in order to set up an environment in which users can test the functionalities from end to end?

- A. Create Marketing Cloud Account Engagement training environments, synchronize the environments, and link it to a full copy Sales Cloud sandbox.
- B. Create a new Marketing Cloud Account Engagement business unit, recreate the configuration, and link it to a full copy Sales Cloud sandbox.
- C. Create a new Marketing Cloud Account Engagement business unit, synchronize the production unit and the training unit, and link it to a full copy Sales Cloud sandbox.
- D. Create a new Marketing Cloud Account Engagement business unit, recreate the configuration, and link it to the production Sales Cloud org.

正解: C

質問 # 111

Universal Containers (UC) is starting to go through an inventory of capabilities in regard to its many data warehouses. UC's data warehouses are currently being provided with data from OMS, ERP, Accounting, and other inventory management systems. Data warehouses are utilized by those systems for storage or analytics purposes.

UC plans to utilize the Systems of Engagement framework to classify its systems based on how they will be utilized within the enterprise architecture. UC would like to understand which systems it should directly integrate with versus utilizing the data warehouses where that data may also be stored.

How should a Solution Architect classify the data warehouses as systems within the enterprise architecture of this scenario?

- A. System of Record
- B. System of Reference
- C. System of Intelligence
- D. System of Engagement

正解: A

質問 # 112

A Solution Architect is presenting a design for the Phase 1 rollout of a B2B multi-cloud solution that includes CPQ and B2B Commerce using the CPQ B2B Commerce Connector. During the presentation, business stakeholders push back on some of the key design aspects. The business is keen to have the product images and SCO data pushed back to CPQ from 828 Commerce, which is not incorporated in the current design.

Further, the business wants the Solution Architect to find a way to map discounts and promotions in 828 Commerce to CPQ pricing and add that to the Phase 1 deliverables.

Which two responses should a Solution Architect present to the stakeholders?

Choose 2 answers

- A. There are significant differences in the discounting models and options between B2B Commerce and CPQ, and for that reason, it is better to handle them separately, without syncing to CPQ.
- B. Map the discounts and promotions to Additional Discounts field on the quote line. However, we would need to ensure that the price rules do not run for quotes originated from B2B Commerce unless there is a specific business need.
- C. Product Images and SCO data are B2B Commerce specific metadata. It is recommended to keep them only in 828 Commerce, and not push to CPQ.
- D. Map the product images from B2B Commerce to CPQ, by passing the URL of the image file from CC Product to Product2 object. SEO data sync will require additional customization and it is recommended for Phase 2.

正解: B、D

解説:

https://help.salesforce.com/s/articleView?id=sf.icx_b2b_cart_to_quote_connector.htm&language=en_US&type=5

Addressing stakeholder feedback on syncing product images and SEO data from B2B Commerce to CPQ, and aligning discounts and promotions, involves a balanced approach. Mapping product images by passing the URL from B2B Commerce to CPQ ensures that product visual representation is consistent across platforms.

Considering the complexity of syncing SEO data, it is pragmatic to plan this for a subsequent phase, allowing for proper customization and integration work. For discounts and promotions, mapping them to the Additional Discounts field on the quote line in CPQ is feasible, but it's crucial to manage the execution of price rules carefully to maintain pricing integrity. This approach aligns with best practices for integrating B2B Commerce and CPQ, ensuring a cohesive and functional solution that meets business requirements while managing technical complexities and scope.

質問 # 113

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B2B-Solution-Architect日本語復習赤本: <https://www.it-passports.com/B2B-Solution-Architect.html>

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