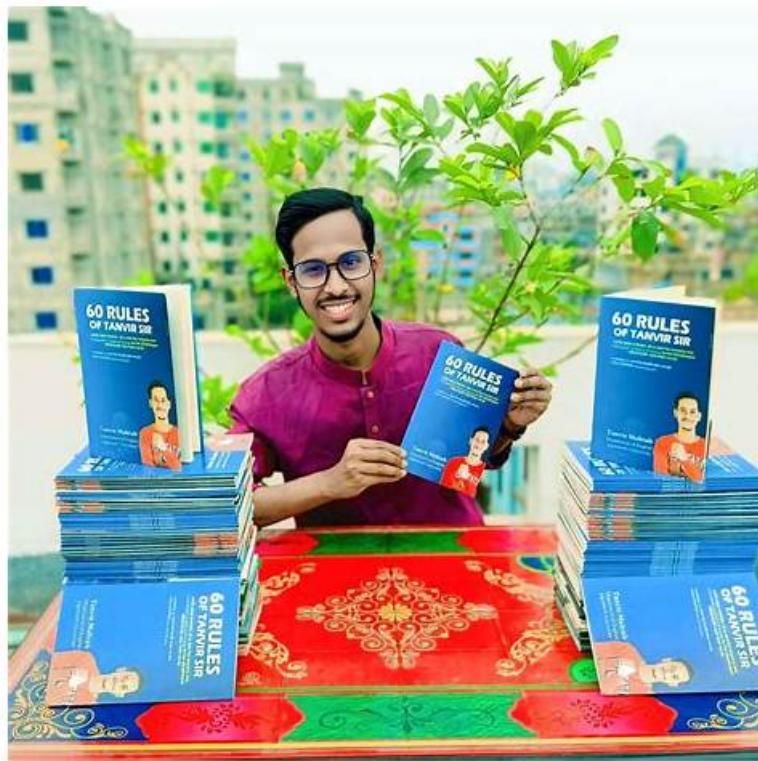


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To become a Salesforce Certified B2B Solution Architect, candidates must pass a rigorous exam that covers a range of topics

related to B2B solution architecture. These topics include B2B Commerce architecture, solution design and implementation, solution testing and optimization, and integration with external systems. Candidates must also demonstrate their ability to engage with stakeholders, analyze business requirements, and develop solutions that meet customer needs.

Salesforce Certified B2B Solution Architect Exam Sample Questions (Q63-Q68):

NEW QUESTION # 63

Universal Containers (UC) is in the process of identifying if Revenue Cloud will work for its business processes. UC has already implemented Sales Cloud, which includes complex steps and checklists that are orchestrated based on changes made to an Opportunity. Based on the current Sales Cloud implementation, UC has concerns about how Revenue Cloud will interact with its current customizations on the Opportunity object and if it will be difficult to customize the solution in the future.

Which design approach should a Solution Architect recommend to mitigate concerns about custom processes on any single object?

- A. Leave the orchestration of the automation to Process Builder, but invoke autolaunched flows from Process Builder so that the actual operations run in flows.
- B. Migrate automations from Process Builder to flows triggered by record updates, organizing operations in separate flows for the "Before Save" and "After Save" contexts.
- C. **Migrate automations from Process Builder to a single flow that is triggered by record updates, using only the "After Save" context so that all operations can be organized in a single flow.**
- D. Use an event-driven design to separate automations that could run asynchronously from the save cycle with a third-party tool like Heroku.

Answer: C

NEW QUESTION # 64

Northern Trail Outfitters (NTO) is in the middle of the buildout of Marketing Cloud Account Engagement and Sales Cloud. NTO has multiple business units, and each business unit has different access to lead and contact records. NTO wants to see how marketing data Sharing Rules are working across different business units to ensure that different business units can only see lead or contact records for their business unit.

What should a Solution Architect demo to the Marketing team to show that the different business units are connected correctly?

- A. Create a report in 626 Marketing Analytics to show the different business units and the total leads and contacts in each business unit.
- B. Send test emails from Marketing Cloud Account Engagement to the same list of leads and contacts to show each lead or contact receiving emails from the various business units.
- C. **Create a dynamic list in multiple business units with the same rules, and show the total leads and contacts in the list per business unit.**
- D. It's not possible to have sandboxes with Marketing Cloud Account Engagement, and the Solution Architect will need to demo this with a Salesforce Sandbox fixed to a live Marketing Cloud Account Engagement environment.

Answer: C

Explanation:

To demonstrate that different business units can only see lead or contact records for their business unit, a Solution Architect can create a dynamic list that applies the same rules to multiple business units. The dynamic list will show the total leads and contacts in the list for each business unit, demonstrating that the data sharing rules are working correctly.

NEW QUESTION # 65

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. Clouds like Revenue Cloud have their own packages so it is easy to work with them because their automation is limited.
- B. It is impossible to track source control with package development; either the org owns the source or a source control does,

but never both.

- C. Design the package as modular, loosely coupled units of metadata rather than large chunks of an org.
- D. Only utilize one functional automation tool (Flow, Workflow Rules, Process Builder) per object.

Answer: C,D

Explanation:

Modular packaging (A) promotes flexibility, scalability, and ease of maintenance, allowing for targeted deployments and updates. Limiting to one automation tool per object (B) simplifies design, reduces conflicts, and enhances maintainability, ensuring a more streamlined and efficient development and deployment process across Salesforce Clouds.

NEW QUESTION # 66

Universal Containers (UC) is looking to implement a CPQ + B2B Commerce multi-cloud solution and use the CPQ B2B Commerce Connector to keep the two in sync. As part of this implementation, UC is looking to be able to have a streamlined product and pricing experience. As UC would like to sell product kits with tiered pricing through the self-service storefront, it would like to ensure this model can be supported effectively.

Which two considerations should a Solution Architect keep in mind for the implementation?

Choose 2 answers

- A. for supporting kits in the B2B Commerce Storefront, they need to create equivalent bundle products on the CPQ side.
- B. On the CPQ 826 Commerce Connector, the default mapping of tiered pricing in 826 Commerce is to Discount Schedules in CPQ.
- C. For the described multi-cloud solution, it is a best practice to set the CPQ precision to two decimal points.
- D. It is important to ensure the Price Rules run for Quotes initiated via 628 Commerce Storefront to maintain consistency in business rules being applied.

Answer: A,B

Explanation:

The CPQ B2B Commerce Cloud Connector is an unmanaged package from Salesforce Labs that allows B2B Commerce and CPQ customers to configure or customize functionality¹². It syncs products, pricing, quote requests, and orders in both clouds¹².

For supporting kits in the B2B Commerce Storefront, they need to create equivalent bundle products on the CPQ side³. A kit is a product that contains other products as components³. A bundle is a product that has one or more options that can be added or removed by a user⁴. The connector maps kits to bundles using a custom field called Kit ID on both objects³.

On the CPQ 826 Commerce Connector, the default mapping of tiered pricing in 826 Commerce is to Discount Schedules in CPQ⁵. Tiered pricing lets you set different prices for different quantities of a product⁵. Discount schedules let you apply discounts based on quantity or amount ranges for a product. The connector maps tiered prices to discount schedules using a custom field called Tiered Price ID on both objects⁵.

NEW QUESTION # 67

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. Clouds like Revenue Cloud have their own packages so it is easy to work with them because their automation is limited.
- C. Design the package as modular, loosely coupled units of metadata rather than large chunks of an org.
- D. Only utilize one functional automation tool (Flow, Workflow Rules, Process Builder) per object.

Answer: B,C

NEW QUESTION # 68

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