B2B-Solution-Architect考試資訊 - B2B-Solution-Architect熱門認證

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Testpdf是個為Salesforce B2B-Solution-Architect 認證考試提供短期的有效培訓的網站，但是Testpdf能保證你的Salesforce B2B-Solution-Architect 認證考試及格。如果你不及格，我們會全額退款。在你選擇購買Testpdf的產品之前，你可以在Testpdf的網站上免費下載我們提供的部分關於Salesforce B2B-Solution-Architect認證考試的練習題及答案作為嘗試，那樣你會更有信心選擇Testpdf的產品來準備你的Salesforce B2B-Solution-Architect 認證考試。

Salesforce B2B-Solution-Architect（Salesforce Certified B2B Solution Architect）認證考試是為與B2B客戶合作並負責使用Salesforce設計和實施解決方案的專業人員提供的寶貴認證。此認證證明候選人在Salesforce B2B Commerce、Salesforce CPQ、Salesforce Partner Communities和Salesforce Integration方面的知識和專業能力。通過該考試的候選人獲得Salesforce Certified B2B Solution Architect認證，該認證被廣泛認為是該行業的卓越標誌。此認證是有助於專業人士推進職業生涯並增加收入潛力的寶貴認證。

Salesforce B2B-Solution-Architect 認證考試是一個全面的考試，涵蓋了與使用 Salesforce 的 B2B 解決方案有關的各種主題。考試測試候選人在設計和實施複雜解決方案、分析業務需求和提供優化 Salesforce 使用建議方面的能力。該考試旨在評估候選人對 Salesforce 平台的理解以及他們設計和實施滿足 B2B 組織獨特需求的解決方案的能力。

Salesforce B2B-Solution-Architect認證在行業中非常受重視，可以幫助專業人士推進自己的職業生涯。此認證表明個人具備設計和實施複雜的Salesforce解決方案所需的知識和專業技能。此外，認證還可以幫助專業人士在競爭激烈的就業市場中脫穎而出並增加他們的收入潛力。總體而言，Salesforce B2B-Solution-Architect認證是在B2B商務領域工作並想展示其Salesforce解決方案專業知識的專業人士的卓越選擇。

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最新的 Architect Exams B2B-Solution-Architect 免費考試真題 (Q110-Q115):

問題 #110
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 bade 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 stakeholder s?
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. 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.
- C. Map the discounts and promotions to Additional Discounts field on the quote Int. 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.
- 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.

答案：A,B

問題 #111
Universal Containers (UC) is at the end of its first and only design phase. UC decided to go ahead and build against the entire future design that was developed and agreed upon by its internal stakeholders and Center of Excellence. But a concern by the executive team is how UC can de-risk itself and stay within budget during the build while still hitting the objectives that were defined m the design phase.
Which recommendation should the Solution Architect make to alleviate the executive team's concerns during the build?

- A. Help the executive team develop a governance framework; and team to focus on those concerns throughout the build and track the budget.
- B. Help the executive team understand that they created their entire complete vision of the solution already and there is no chance anything new will come up during the build.
- C. Promise the executive team that the project manager will always give comprehensive budget numbers every week and they will never overrun on budget.
- D. Assure the executive team that the current project is at a fixed scope and there will not be any overrun on budget.

答案：A

解題說明：
This answer suggests that a governance framework can help ensure alignment between business requirements and solution design, as well as monitor and control costs during the build phase2. However, this is not an official answer from Salesforce, so you might want to verify it with other sources or experts.

問題 #112
A Solution Architect is delivering a multi-cloud implementation to a client. A diagram is required to communicate the vision and strategy of the solution to the business executives and stakeholders at a high level without going into too much detailed technical information.
Which type of architecture diagram should the Solution Architect use?

- A. Master Data Management (MDM) Diagram
- B. Solution Architecture Diagram
- C. Reference Architecture Diagram

- D. Lightning Platform Architecture Diagram

答案：C

問題 #113
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. Develop an architectural plan to incorporate Revenue Cloud and Experience Cloud.
- B. Select an AppExchange product focused on contract lifecycle management.
- C. Advise the client that Revenue Cloud is the starting point.
- D. Advise the client to start with Experience Cloud.

答案：A

問題 #114
Universal Containers (UC) acquired two companies. As part of its transformation and consolidation program, UC needs to bring all of its disparate partner strategies together and see what can be combined across all of its indirect sales channels. Each company currently has its own Salesforce environment utilizing Sales Cloud and Experience Cloud for Partners. Each company also follows its own unique business processes for partners. However, UC has recently developed a new vision and journey focused on a single indirect channel with a single Salesforce environment aligned to its corporate strategy.
Given UC's new journey for engaging its indirect channel, what are the next two steps the Solution Architect should recommend?
Choose 2 answers

- A. Identify the need for multiple PartnerCommunities by Indirect Sales Channel with branding and content specific to each channel.
- B. Tell the stakeholders to focus on having a single Partner Community across all channels with a singular branding.
- C. Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell-with model within the new Partner Communities.
- D. Completely unify all the channel strategies under the acquiring company's brand and strategy.

答案：C,D

解題說明：
To align the partner strategies of the acquired companies with UC's new vision for a single indirect channel, the Solution Architect should recommend:
A) Completely unify all the channel strategies under the acquiring company's brand and strategy. This ensures a cohesive approach and aligns with the goal of a unified partner strategy.
C) Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell-with model within the new Partner Communities. This facilitates collaboration between direct and indirect sales channels, leveraging the strengths of both to drive sales in the unified environment.
Reference to these strategies can be found in Salesforce's best practices for managing partner relationships and communities, as detailed in Salesforce Partner Community documentation.

問題 #115
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