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B2B Solution Architect Certification Details	
Exam Code	B2B Solution Architect
Full Exam Name	Salesforce Certified B2B Solution Architect
No. of Questions	60
Online Practice Exam	Salesforce Certified B2B Solution Architect Practice Test
Sample Questions	Salesforce B2B Solution Architect Sample Questions
Passing Score	58%
Time Limit	120 minutes
Exam Fees	<ul style="list-style-type: none">• Registration fee: USD 400• Retake fee: USD 200
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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q63-Q68):

NEW QUESTION # 63

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.

* SalesCloud 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 a new Marketing Cloud Account Engagement business unit, recreate the configuration, and link it to a full copy Sales Cloud sandbox.
- B. Create Marketing Cloud Account Engagement training environments, synchronize the environments, 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.

Answer: A

Explanation:

To provide an end-to-end training environment for users to test functionalities, a new Marketing Cloud Account Engagement business unit should be created. Recreating the configuration in this unit and linking it to a full copy Sales Cloud sandbox allows for a comprehensive and isolated environment that mirrors production. This enables users to explore and learn new features without impacting live data or processes. Salesforce recommends the use of sandboxes for training and testing purposes to ensure that users are adequately prepared for using new functionalities.

NEW QUESTION # 64

Northern Trail Outfitters (NTO) is currently using Salesforce CPQ and would like to implement B2B Commerce Classes. NTO uses a Partner Community to allow partners to build complex bundles to provide detailed quotes to clients. NTO also wants to ensure that it does not have to maintain two databases of products.

Which two considerations should a Solution Architect keep in mind about the CPQ B2B Commerce Connector when synchronizing Product and Price data?

Choose 2 answers

- A. The connector lets you sync simple products with a flat price.
- B. Discount schedules from CPQ will sync to discounts and promotions in B2B Commerce Classic
- C. The connector does not support syncing complex CPQ bundles.
- D. The connector is a two-way sync for product and pricing logic.

Answer: A,C

Explanation:

https://help.salesforce.com/s/articleView?id=sf.icx_b2b_cart_to_quote_connector.htm&language=en_US&type=5 According to 1, the connector lets you sync simple products with a flat price between CPQ and B2B Commerce. However, it does not support syncing complex CPQ bundles, such as nested bundles or option constraints. You need to use custom code or a third-party solution to sync complex bundles.

NEW QUESTION # 65

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

Answer: D

Explanation:

Revenue Cloud is a product suite that enables businesses to streamline their revenue processes, such as quoting, contracting, billing, and invoicing. It also allows businesses to create new revenue streams and improve revenue efficiency.

Experience Cloud is a digital experience platform that allows businesses to create personalized and connected sites and portals for their customers, partners, and employees. It also enables businesses to leverage their CRM data in Salesforce and integrate with other services.

Implementing Revenue Cloud and Experience Cloud can provide many benefits for businesses, such as faster and easier buying process, better visibility of revenue performance, increased customer satisfaction and loyalty, and enhanced partner collaboration. Therefore, a Solution Architect should recommend developing an architectural plan to incorporate Revenue Cloud and Experience Cloud for NTO's implementation. This way, NTO can leverage both products' capabilities to meet its needs for quotes, contracted pricing, invoicing, reporting, payments tracking, and partner self-service.

<https://www.salesforce.com/products/cpq/overview/>

<https://www.salesforce.com/news/stories/introducing-revenue-cloud/>

NEW QUESTION # 66

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 in the design phase.

Which recommendation should the Solution Architect make to alleviate the executive team's concerns during the build?

- A. Promise the executive team that the project manager will always give comprehensive budget numbers every week and they will never overrun on budget.
- **B. Help the executive team develop a governance framework; and team to focus on those concerns throughout the build and track the budget.**
- C. 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.
- D. Assure the executive team that the current project is at a fixed scope and there will not be any overrun on budget.

Answer: B

NEW QUESTION # 67

Universal Containers (UC) is concerned about potential data storage issues in Salesforce due to the Invoice, Order, and Inventory data that would be flowing in from various on-premise legacy CRM and ERP applications. UC would like to view and occasionally report on this data on-demand for day-to-day operational processes and would prefer not to store the data in Salesforce due to data residency requirements.

Which recommendation should the Solution Architect make to meet this requirement?

- A. Write custom Apex code to retrieve the data in real time from external systems.
- B. Push the data into Salesforce and implement an archival strategy.
- **C. Re-architect the implementation using Salesforce Connect and external objects.**
- D. Use Salesforce Orchestrator with MuleSoft to retrieve the data when it is needed.

Answer: C

NEW QUESTION # 68

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