

# Arch-301 Prüfung - Arch-301 PDF

## ARCH 301 - Case Studies

BUSE MERT  
BUŞRA TANOĞLU  
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BERİL DEREN ŞİMŞEK

### Region and Regionalism

The region is a large area with boundaries set by various cultural and natural criteria. It is widely divided by physical geography, human geography, and environmental aspects like the interaction between the environment and humanity.

Regionalism is occurred because of the monotonous building of the International Style in all over the world. Apart from the vernacular architecture, regionalism has a conscious in design.

### Karakaş Mosque, Antalya, Turkey, 2003



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>> Arch-301 Prüfung <<

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## Salesforce Certified B2B Solution Architect Arch-301 Prüfungsfragen mit Lösungen (Q64-Q69):

### 64. Frage

Universal Containers (UC) currently has Sales Cloud for its direct Sales team and is about to implement Revenue Cloud for them as well. UC is also bringing in Experience Cloud for its indirect Sales team which will integrate with Sales Cloud and Revenue Cloud. The CIO would like to make sure they are working from a single operating model when it comes to defining their cross-departmental process and data utilization. The CIO wants to make sure there is no duplication of any data or processes that will require data hygiene constantly because of duplicative efforts.

What are the two initial questions a Solution Architect should ask the business in order to select the right operating model for business process standardization?

Choose 2 answers

- **A. Are the processes the same for the direct Sales team and indirect Sales team?**
- B. How critical are the business processes?
- **C. Is the data shared between the direct Sales team and indirect Sales team?**
- D. Can the direct Sales team use the standard functionality?

**Antwort: A,C**

Begründung:

According to SOGAF Operating Models<sup>1</sup>, an operating model has two dimensions: business process standardization and business process integration. Business process standardization refers to how similar or different are the processes across different units of an organization, such as direct and indirect sales teams.

Business process integration refers to how much data is shared across different units of an organization, such as direct and indirect sales teams.

By asking these two questions, a Solution Architect can determine which of the four types of operating models (coordination, diversification, replication, or unification) best suits Universal Containers' needs for cross-departmental process and data utilization<sup>1</sup>. To select the right operating model, the Solution Architect should ask:

\* C. Are the processes the same for the direct Sales team and indirect Sales team? Understanding if the sales processes differ significantly between teams will influence the design of the operating model.

\* D. Is the data shared between the direct Sales team and indirect Sales team? Knowing how data is shared helps to determine the extent to which systems need to be integrated and whether data duplication can be avoided.

### 65. Frage

SharpField is a fast-growing company that provides SaaS for commercial service providers. SharpField has been acquiring other similar companies and plans to continue to do so for the near future.

After a recent acquisition of a company that also has a Salesforce org, the CIO wants to know the correct path forward on deciding whether to integrate the acquired companies into SharpField's existing landscape.

What should a Solution Architect recommend to the CIO to ensure the correct org strategy for SharpField going forward?

- A. Recommend a multi-org strategy and development of required integration layers to move the required shared data between instances of any and all acquired Salesforce instances.
- **B. Prioritize completing an in-depth org strategy analysis, focused on the Business, Technology, Governance, and Operations requirements at SharpField.**
- C. Recommend a single-org strategy and development of strict processes for all acquired companies to follow.
- D. Prioritize migrating the newly acquired company to SharpField's Salesforce org first, then perform an org strategy analysis to assess the Business, Technology, Governance, and Operations requirements for any future acquisitions.

**Antwort: B**

Begründung:

there are two possible approaches for Salesforce org strategy: single-org and multi-org. Each approach has its pros and cons depending on the business needs, technology capabilities, governance policies, and operational requirements of the organization. The best recommendation for the CIO is to prioritize completing an in-depth org strategy analysis, focused on the Business, Technology, Governance, and Operations requirements at SharpField. This should include an assessment of the newly acquired company and any other acquisitions that SharpField is considering.

Additionally, the Solution Architect should recommend a single-org strategy and the development of strict processes for all acquired

companies to follow. This will ensure that the Salesforce environment is organized, integrated, and secure. Finally, the Solution Architect should recommend the development of required integration layers to move the required shared data between instances of any and all acquired Salesforce instances.

<https://www.salesforce.org/blog/develop-a-salesforce-org-strategy-to-achieve-a-unified-experience/>

## 66. Frage

Mask Makers LLC has a traditional sales channel that uses an existing CPQ implementation to process orders. Customers frequently reorder previous purchases quickly and split the order into several deliveries for different locations. Additionally, these customers are given special pricing through Price Books in CPQ based on annual spending and other parameters. The customer currently makes their purchase by sending an email or calling their appointed sales representative, and then waits to receive a quote.

Mask Makers LLC wants to move away from this very manual and time-consuming process. The company wants to provide its customers with a personalized experience that is simplified and streamlined with existing special pricing visible and the option to self-serve. Mask Makers LLC would also like to deliver this within a short timeframe, as business must continue to grow.

Which design approach should a Solution Architect recommend to meet these requirements within the timeframe while adhering to best practices.

- **A. Implement B2B Commerce and use the CPQ B2B Commerce Connector to integrate to CPQ. Keep CPQ as the Product and Pricing master.**
- B. Implement B2B Commerce and use the CPQ B2B Commerce Connector to integrate to CPQ. Allow bidirectional updates to Products and Pricing.
- C. Implement B2B Commerce and build a custom integration to CPQ. Keep CPQ as the Product and Pricing master.
- D. Implement B2B Commerce and use the CPQ B2B Commerce Connector to integrate to CPQ. Set B2B Commerce as the Product and Pricing master.

**Antwort: A**

Begründung:

\* Implement B2B Commerce and use the CPQ B2B Commerce Connector to integrate to CPQ. This is a fast and easy way of enabling self-service ordering for customers with existing special pricing from CPQ.

\* Keep CPQ as the Product and Pricing master. This is a recommended practice to avoid data duplication and inconsistency between CPQ and B2B Commerce.

For Mask Makers LLC, implementing Salesforce B2B Commerce with integration to the existing CPQ system via the CPQ B2B Commerce Connector is the optimal approach. Keeping CPQ as the Product and Pricing master ensures that the complex pricing rules and special pricing agreements already established in CPQ are maintained and leveraged within the B2B Commerce environment. This setup allows customers to benefit from a streamlined and personalized self-service experience while ensuring pricing consistency and accuracy.

The CPQ B2B Commerce Connector facilitates the seamless flow of product and pricing information from CPQ to B2B Commerce, enabling Mask Makers LLC to provide a simplified and efficient ordering process for its customers, adhering to Salesforce best practices for integrating CPQ and B2B Commerce.

## 67. Frage

Universal Containers (UC) has gone through the design phase of its large initiative involving multiple Salesforce clouds and is about to go into the build phase. The CIO would prefer to create an internal Center of Excellence (CoE) to implement the solution versus make a third-party organization responsible for the entire build given that they have the talent internally to support the initiative.

Which two recommendations should a Solution Architect make toward creating a CoC?

Choose 2 answers

- **A. Knowledge of the solution will stay within the organization.**
- **B. All development decisions will be made by internal resources.**
- C. It will be much more cost effective to create a CoE.
- D. Documentation around the solution will not be a concern.

**Antwort: A,B**

Begründung:

A Salesforce Center of Excellence (COE) is a centralized division within your company that oversees and manages all aspects of the Salesforce instance, including projects, maintenance, and support. A COE acts as a central governing body for the entire organization and funnels all decision making and product ownership through a single group. By creating a COE, you can ensure that

all development decisions will be made by internal resources who have direct relationships with stakeholders throughout the company<sup>1</sup>2.

Another benefit of creating a COE is that knowledge of the solution will stay within the organization<sup>3</sup>. A COE provides leadership, best practices, research, support and training for Salesforce<sup>3</sup>. By having an internal team that is responsible for implementing and maintaining the solution, you can avoid relying on external vendors or consultants who may not have your best interests at heart or who may leave after the project is done<sup>4</sup>.

### 68. Frage

The business model of Universal Containers (UC) puts a strong emphasis on indirect sales and service processes. UC's customers are primarily distributors, resellers, and service providers who either sell or service products independently, or collaborate with UC on joint opportunities and cases. In the past, collaboration was primarily driven through email but UC wants to bring both service and sales collaboration onto one consolidated platform.

Which solution should a Solution Architect recommend to create better collaboration and visibility for UC employees, resellers, and service partners?

- A. Grant access to resellers and partners by providing Partner Community licenses.
- B. Grant access to resellers and partners by providing Sales Cloud licenses and Service Cloud licenses.
- C. Grant access to resellers and partners by providing Customer Community licenses.
- D. Grant access to resellers and partners by providing Customer Community Plus licenses.

**Antwort: A**

Begründung:

This type of license allows external users to access standard Salesforce objects such as accounts, contacts, leads, opportunities, and cases. It also enables them to collaborate with UC employees and other partners on joint sales and service processes<sup>3</sup>4.

### 69. Frage

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