

B2B-Solution-Architect예상문제, B2B-Solution-Architect Vce

B2B Solution Architect

Salesforce Certified B2B Solution Architect Exam



BONUS!!! Pass4Test B2B-Solution-Architect 시험 문제집 전체 버전을 무료로 다운로드하세요:
https://drive.google.com/open?id=19a7Z3vM8eH_tz54dicyUp3hLh6B--DVP

Pass4Test에서 출시한 Salesforce인증 B2B-Solution-Architect덤프는 실제시험문제 커버율이 높아 시험패스율이 가장 높습니다. Salesforce인증 B2B-Solution-Architect시험을 통과하여 자격증을 취득하면 여러방면에서 도움이 됩니다. Pass4Test에서 출시한 Salesforce인증 B2B-Solution-Architect덤프를 구매하여Salesforce인증 B2B-Solution-Architect시험을 완벽하게 준비하지 않으실래요? Pass4Test의 실력을 증명해드릴게요.

Salesforce B2B-Solution-Architect 자격증은 전 세계적으로 인정받고 고용주들에게 높은 가치를 두어집니다. 이는 전문가들이 B2B 솔루션 아키텍처 분야에서의 전문성을 입증하고 산업 내에서 다른 사람들과 구별되는 뛰어난 방법입니다. 또한 이 자격증은 전문가들의 경력을 발전시키고 수익 잠재력을 높이는 데 도움이 될 수 있습니다.

>> B2B-Solution-Architect예상문제 <<

시험패스에 유효한 최신버전 B2B-Solution-Architect예상문제 덤프

Pass4Test의 Salesforce인증 B2B-Solution-Architect덤프는 거의 모든 실제시험문제 범위를 커버하고 있습니다. Salesforce인증 B2B-Solution-Architect시험덤프를 구매하여 덤프문제로 시험에서 불합격성적표를 받을시Pass4Test에서는 덤프비용 전액 환불을 약속드립니다.

Salesforce B2B-Solution-Architect 자격증 시험은 Salesforce 플랫폼을 사용하여 B2B 솔루션을 설계 및 구현하는 데 최소 2년 이상의 경험을 갖춘 전문가를 대상으로 합니다. 후보자는 Salesforce 아키텍처, 데이터 모델링 및 통합 기술에 대한 강력한 이해력을 요구합니다. 또한 후보자는 대규모 기업 고객 및 복잡한 비즈니스 요구 사항을 다루는 경험이 있어야 합니다.

Salesforce B2B-Solution-Architect 자격증은 비즈니스를 위해 Salesforce 솔루션을 설계하고 구현하는 전문가들이 성공하기 위해 필수적인 자격증입니다. 이 자격증은 Salesforce 기술과 B2B 산업에 대한 깊은 이해를 나타내며 Salesforce 생태계에서 전문가들의 경력을 진전시키는데 도움이 될 수 있습니다. 시험 준비에 필요한 시간과 노력을 투자하고 B2B 고객을 위한 Salesforce 솔루션을 설계하고 구현하는 실무 경험을 가지는 것이 좋습니다.

최신 Architect Exams B2B-Solution-Architect 무료샘플문제 (Q63-Q68):

질문 # 63

Northern Trail Outfitters (WTO) has around 500,000 active customers stored in the Account object. NTO gets an average of two orders per customer each month from both internal and online sales channels. NTO is expecting growth of 15% year-over-year (YoY). Various NTO users have recently started complaining about slower performances while accessing order information or running reports. NTO customers are also seeing slower responses while accessing their order history on B2B Commerce. Which two options should a Solution Architect consider to improve performance? Choose 2 answers

- A. Enable reporting snapshots to store summarised information.

- B. Create a custom component to display all order information.
- C. Use external objects instead of standard B2B Commerce Order object.
- D. Develop an archiving strategy around order records from Salesforce based on a criteria that works with customer.

정답: A,D

질문 # 64

Universal Containers (UC) is undergoing a multi-year digital transformation across its Sales, Marketing, Fulfillment, and Accounting channels. Based on UC's initial success using MuleSoft's API-led approach as its integration strategy, UC chose Salesforce for its transformation. The Solution Architect assigned to the project has just begun pre-planning for the first phase with UC's Implementation team.

Which document should the Solution Architect ask for to get an overview of the customer's current infrastructure so they can begin the first phase of the digital transformation?

- A. A Salesforce ERD Document complete with field definitions
- B. A MuleSoft Application Document complete with integration patterns
- C. A future state roadmap detailing all of the implementation phases
- D. A Reference Architecture Diagram complete with system of record notation

정답: D

설명:

a reference architecture diagram is a document that shows the high-level view of the customer's current infrastructure, including the systems, applications, data sources, integrations, and security layers. A reference architecture diagram also indicates which system is the system of record for each data entity and how data flows between systems.

A reference architecture diagram is useful for a Solution Architect to get an overview of the customer's current infrastructure so they can begin the first phase of the digital transformation. A reference architecture diagram can help identify gaps, risks, dependencies, and opportunities for improvement in the existing landscape. It can also serve as a baseline for designing future state solutions that leverage Salesforce products and features.

<https://www.salesforceben.com/b2c-solution-architect-certification-guide-tips/>

질문 # 65

A Solution Architect has been hired to consult Ace Computers with its integration solution. Ace Computers has a combination of four on-premise and cloud systems with data that need to be integrated to Salesforce. Ace Computers expects to have large data volumes and wants to minimize impact on end-user operations during business hours.

Which integration solution should the Solution Architect recommend for the company's business needs?

- A. MuleSoft Composer
- B. Salesforce Data Loader
- C. MuleSoft Anypoint Platform
- D. Platform Events

정답: C

질문 # 66

Widgets Wonderful, a manufacturing company, wants to provide a better customer experience and enable field service resources to provide a quote to customers while still on site. The company has complex products that come with warranties that include preventative maintenance work. Additionally, certain warranty repair work has specific SLAs associated with it. There are 10 Field Service team members and 20 sales representatives, all of whom need to view Salesforce Field Service objects and be able to create quotes for the customer.

Widgets Wonderful's project owner has some questions regarding the number and types of licenses needed for the users and would like to better understand how warranties will be addressed.

Which two combined options should a Solution Architect suggest?

Choose 2 answers

- A. Salesforce Field Service and Service Cloud for Salesforce CPQ will need to be installed and customizations will need to be made to handle Entitlements.

- B. Purchase 30 CPQ licenses and 30 Salesforce Field Service licenses.
- C. Salesforce Field Service, Salesforce CPQ, and Service Cloud for Salesforce CPQ need will need to be installed and customizations will not be needed for Entitlements.
- D. Purchase 30 CPQ licenses and 10 Salesforce Field Service licenses.

정답: A,D

설명:

For Widgets Wonderful's needs, the Solution Architect should suggest:

A) Salesforce Field Service and Service Cloud for Salesforce CPQ will need to be installed and customizations will need to be made to handle Entitlements. This addresses the complex products and warranties, ensuring that the quoting process on-site can accommodate the specific SLAs.

B) Purchase 30 CPQ licenses and 10 Salesforce Field Service licenses. This matches the licensing to the user needs, ensuring all sales representatives and field service team members have the necessary access to create quotes and view field service objects. Salesforce documentation on CPQ and Field Service licenses provides information on how to configure these systems for complex products and services, including warranties and SLAs.

질문 # 67

3D Scanners needs to apply a discount automatically on the Quote Line for Distributors while in the Quote Line Editor. The percentage discount applied depends on attributes of the Distributor Account and that of the specific Product. Sales users can add additional discounts; however, those will need to go through an approval process that allows for resubmitting to only those that previously rejected the additional discount.

Which two options should a Solution Architect recommend to meet the requirements while keeping the user experience in mind? Choose 2 answers

- A. CPQ Plus license
- B. Flow
- C. CPQ license
- D. Price Rules

정답: C,D

설명:

CPQ license2. This way, you can use Salesforce CPQ (Configure Price Quote) to automate complex quoting processes and apply discounts based on product and account attributes. You can also use CPQ approval rules to trigger approval requests for additional discounts and resubmit them to previous approvers.

Price Rules2. This way, you can use CPQ price rules to calculate discounts automatically on quote lines based on conditions and formulas. You can also use price actions to update quote line fields with discount values.

질문 # 68

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참고: Pass4Test에서 Google Drive로 공유하는 무료 2026 Salesforce B2B-Solution-Architect 시험 문제집이 있습니다:
https://drive.google.com/open?id=19a7Z3vM8eH_tz54dicyUp3hLh6B--DVP