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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q95-Q100):

NEW QUESTION # 95
After a Solution Architect presents the Salesforce User Attribute Chart, the project owner has someconcerns and questions

regarding the Role Hierarchy choices for the executive assistant who reports to all of the VPs. There are also questions about the ideal license given to the CEO who provides executive oversight and reviews the Executive Dashboard atthe end of each accounting period. There are some restrictions on budget spend for overall licenses, and the user base is forecasted to continue to grow.
Which two explanations should the Solution Architect use to address the concerns and gain final acceptance?
Choose 2 answers

- A. The CEO should have a Sales Cloud license given that the role is a processor of information and should be at the top of the Role Hierarchy.
- B. The CEO should have a Platform Plus license given that the role is a consumer of information and should be at the top of the Role Hierarchy.
- C. Given that the executive assistant will need access to the data for all of the VPs being supported, the assistant should be placed higher up in the Role Hierarchy than the VPs.
- D. The Role Hierarchy should mirror the organization chart. Therefore, sharing settings need to be put in place for the executive assistant given the need to have access to the data of all of the VPs being supported.

Answer: A,D

Explanation:
In addressing the concerns about role hierarchy and licensing for the executive assistant and CEO, the following explanations are provided:
B) The CEO should have a Sales Cloud license given that the role is a processor of information and should be at the top of the Role Hierarchy. A Sales Cloud license provides the CEO with full access to the necessary data and functionalities to oversee and make informed decisions. Being at the top of the Role Hierarchy ensures access to all relevant data across the organization.
C) The Role Hierarchy should mirror the organization chart. Therefore, sharing settings need to be put in place for the executive assistant given the need to have access to the data of all of the VPs being supported. This approach maintains the organizational structure within Salesforce and uses sharing settings to grant the executive assistant appropriate access levels, ensuring data visibility across the VPs without disrupting the hierarchy.
Salesforce's documentation on licensing options and role hierarchy provides guidance on configuring access and visibility in a way that aligns with organizational structures and roles, ensuring efficient and secure data management.

NEW QUESTION # 96
UC Foods, a global manufacturing organisation, builds and sells a varietyof food processing equipment on its B2B Commerce site. Customers often tailor their equipment by selecting from several product variants. Depending on the options selected, an order will sometimes require manual intervention by a sales person to determinethe price for the customized piece of equipment.
Once the machines have been purchased, each machine comes with a 1-year warranty, which entitles the customer to quarterly visits to inspect and perform maintenance on the machines to keep them in proper working order.
How can a Solution Architect use a multi-cloud solution to address the needs of the organization to efficiently support the selling of equipment and planning of quarterly visits for the machines?

- A. Use the B28 Commerce aggregated product or dynamic kits to drive the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.
- B. Use a third-party plugin configurator to support the selection of the product options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Field Service Maintenance Plans.
- C. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of theproduct options, then create a CPQ quote when manual intervention is required. For the quarterly visits, use Field Service Maintenance Plans.
- D. Use the B2B Commerce aggregated product or dynamic kits to drive the selection of the product options, then automatically create a case when manual intervention is required. For the quarterly visits, use Service Contracts and Entitlements.

Answer: C

Explanation:
Utilizing B2B Commerce for product selection allows customers to tailor their equipment with available options. When customization requires sales intervention, CPQ facilitates accurate pricing and quoting. For post-sale service, Salesforce Field Service's Maintenance Plans automate scheduling of regular maintenance visits, ensuring consistent service delivery and optimizing resource planning.

NEW QUESTION # 97
Universal Containers recently began a project to connect its ERP with Salesforce. One of the requirements is a daily batch process

to create and update orders and order product information. The development team, using the corporate ETL tool, has created two processes to create these records using Bulk API. The test in the development environment worked fine, but in the production environment, some order product records were not updated and showed an error "UNABLE_TO_LOCK_ROW:unable to obtain exclusive access to this record". There is one Process Builder on the Order Product object and no async process.
Which two steps should a Solution Architect recommend to avoid this error?
Choose 2 answers

- A. Change the Bulk API call to use Bulk API 2.0.
- B. Use the import wizard instead of Bulk API.
- C. Sort the order product records by account and order before the Bulk API load.
- D. Add a retry process for the records rejected by this error.

Answer: A,C

NEW QUESTION # 98
Universal Containers is in the process of implementing a CPQ and B2B Commerce solution. The Technology team has completed the development for the current sprint and is demonstrating the functionalities to the business stakeholders during their sprint demo. While demonstrating products and pricing, and Sync between B2B and CPQ when requesting a quote, the stakeholders make a new request to include tiered pricing and map it to discount schedules on CPQ.
Which approach should a Solution Architect recommend while addressing the feedback from the stakeholders?

- A. Include it as a user story and accommodate it m the same sprint, since this is a feasible requirement and the CPQ B2B Commerce Connector is already set up.
- B. Convey that it is not recommended to include M the initial MVP, since an extension is needed on the CPQ B2B Commerce Connector for the new requirement.
- C. Convey that this can be potentially picked up in the next sprint since the technical changes needed for this new user story are low effort.
- D. Add the request as a new user story to the product backlog, and further schedule a meeting for prioritization and grooming.

Answer: D

Explanation:
CPQ B2B Commerce Connector is a tool that synchronizes data from CPQ product and pricing objects to B2B Commerce objects1.
CPQ uses discount schedules and B2B Commerce uses tiered pricing to handle volume-based pricing23.
The connector does not support mapping tiered pricing to discount schedules out of the box23.
The connector uses pricing from B2B Commerce to define the pricing on the generated quote lines by setting their Special Price fields4.

NEW QUESTION # 99
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. 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.
- B. 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.
- C. Create a report in 626 Marketing Analytics to show the different business units and the total leads and contacts in each business unit.
- D. Create a dynamic list m multiple business units with the same rules, and show the total leads and contacts m the list per business unit.

Answer: C

NEW QUESTION # 100

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