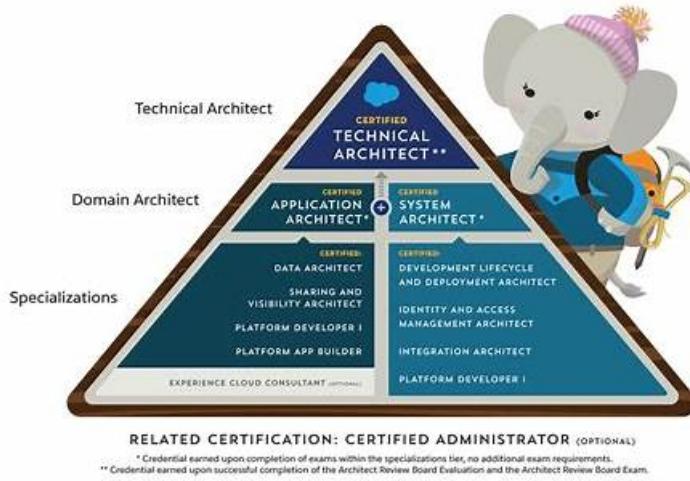


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## Salesforce Certified B2B Solution Architect Exam Sample Questions (Q43-Q48):

### NEW QUESTION # 43

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

**Answer: C**

Explanation:

To address the executive team's concerns about staying on budget and mitigating risks during the build phase, establishing a governance framework is essential. This framework should include clear roles, responsibilities, decision-making processes, and budget tracking mechanisms. Focusing on governance ensures that the project remains aligned with business objectives, addresses potential issues proactively, and maintains financial discipline, aligning with best practices for successful Salesforce implementations.

### NEW QUESTION # 44

Northern Trail Outfitters (NTO) currently use Sales Cloud to track deals and now wants to use channel sales to distribute and sell products through resellers (partners). As part of the channel strategy, NTO will be implementing a Partner Community for resellers to register deals or generate quotes. NTO needs to establish metrics to measure each reseller's performance based on the reseller's activities within the Partner Community. NTO wants to focus on leading metrics as opposed to lagging metrics to get early feedback on how the portal is being used by partners.

Which three leading metrics should a Solution Architect recommend to help NTO measure each reseller's goals through the Partner Community?

Choose 3 answers

- A. Number of quotes generated
- B. Logins into Partner Community
- C. Opportunity win rates
- D. Opportunities generated
- E. Product types sold

**Answer: A,B,D**

Explanation:

The best three leading metrics to help NTO measure each reseller's goals through the Partner Community are logins into Partner Community, number of quotes generated, and opportunities generated. These metrics will give NTO early feedback on how the portal is being used by their partners and will provide insight into their success in using the Partner Community. Product types sold and opportunity win rates are lagging metrics and may not provide timely feedback on the success of the Partner Community.

Leading metrics are indicators that show what's happening and can have real-time impact on your bottom line<sup>12</sup>.

Lagging metrics are indicators that show the outcome of what happened in a previous time period<sup>12</sup>.

Leading metrics are useful for predicting future performance and making adjustments, while lagging metrics are useful for evaluating past performance and setting goals<sup>34</sup>.

### NEW QUESTION # 45

A Solution Architect has been hired to help design and implement a quoting solution for AC Computers on Salesforce to support omni-channel selling. During discovery with the client, the Solution Architect learns AC Computers currently uses spreadsheets to manage its pricing and product catalog, which includes thousands of SKUs with a variety of attributes that determine pricing. The

current quoting process is long and tedious because it requires a sales representative to find individual products and manually input that information into Salesforce.

The Sales team complains that they are spending too much time searching for the right product and Product Management is spending too much time trying to manage SKUs. AC Computers wants to move away from manual quoting processes and toward simplifying its product catalog.

Which recommendation should the Solution Architect make given the business requirements?

- A. Work alongside client stakeholders to perform a SKU optimisation; implement Salesforce CPQ product catalog and guided selling.
- B. Create Products and Price Books in Salesforce for the current product catalog to streamline future pricing and product catalog management; implement Salesforce Order Management and special pricing.
- C. Work alongside client stakeholders to perform a SKU optimisation; implement Salesforce Order Management and special pricing.
- D. Create Products and Price Books in Salesforce for the current product catalog to streamline future pricing and product catalog management; implement Salesforce CPQ product catalog and guided selling.

**Answer: D**

#### **NEW QUESTION # 46**

Universal Containers (UC) has acquired four companies and is looking to manage revenue across all mergers' territories seamlessly. UC wants to drive major business decision and selling strategies based on an efficient, complete, real-time view of team forecasts across territories from Salesforce. A sales user can be part of multiple territories and is usually working on multiple opportunities at a time.

Which technical consideration should a Solution Architect make when designing collaborative forecasting?

- A. Archiving a territory model does not impact forecasts, quotas, and adjustments for all territories in the model.
- B. Important details should be tracked at the opportunity line level.
- C. If the sales user has many territories assigned to them, it can impact the performance of the forecast.
- D. Forecast category names can be customized by submitting a Salesforce Support case.

**Answer: D**

#### **NEW QUESTION # 47**

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

**Answer: A,B**

Explanation:

\* B. Sort the order product records by account and order before the Bulk API load.

This answer can help avoid this error by reducing the chances of concurrent updates on the same parent record (account or order) by different batches. Sorting the records by account and order can ensure that all records related to a parent record are processed together in a single batch, which can prevent locking conflicts with other batches.

\* D. Add a retry process for the records rejected by this error.

This answer can help recover from this error by attempting to update the rejected records again after some time interval. This can increase the likelihood of obtaining exclusive access to those records as they may be unlocked by then.

Sorting order product records by account and order before using the Bulk API can minimize the likelihood of row lock errors by ensuring that related records are processed in a sequence that reduces the chance of concurrent access attempts. Additionally, implementing a retry mechanism for records that encounter the

"UNABLE\_TO\_LOCK\_ROW" error provides a robust error handling strategy, allowing the system another opportunity to process the records successfully. These recommendations are in line with Salesforce's best practices for bulk data processing, which emphasize the importance of efficient data loading strategies and error management to ensure data integrity and system performance during large-scale data operations.

## NEW QUESTION # 48

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