

Salesforce B2B-Solution-Architect Brain Dumps & New B2B-Solution-Architect Exam Pdf



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Salesforce B2B-Solution-Architect certification exam is designed for professionals who work in the field of business-to-business (B2B) commerce and have experience with Salesforce solutions. Salesforce Certified B2B Solution Architect Exam certification is ideal for individuals who are responsible for designing and implementing Salesforce solutions for business clients. The B2B-Solution-Architect Certification Exam covers a wide range of topics, including Salesforce best practices, design patterns, and solution architecture.

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Salesforce Certified B2B Solution Architect Exam Sample Questions (Q52-Q57):

NEW QUESTION # 52

A Solution Architect has gathered requirements from discovery with Northern Trail Hot Tubs below:

- * Northern Trail Hot Tubs sells through a B2B2C model with Dealers.
- * Northern Trail Hot Tubs tracks Dealer Opportunities in Salesforce, but wishes to have more insight into the sales process from its Dealers.
- * Dealers would like to be able to get custom Hot Tub pricing quickly from Northern Trail Hot Tubs without having to wait for configuration estimates to come back from Northern Trail Hot Tubs.
- * Northern Trail Hot Tubs supports its Dealers and Customers directly, and Dealers would like better insight into support that their Customers receive.

Which capabilities should a Solution Architect suggest to provide to Northern Trail Hot Tub Dealers?

- A. Experience Cloud and Sales Cloud for Dealers to be able to create Opportunities and add Opportunity Products
- B. Experience Cloud and Service Cloud for Dealers to be able to request pricing through Cases and track Customer Cases
- C. B2B Commerce for Dealers to get pricing and Service Cloud for Cases
- D. **Experience Cloud and Revenue Cloud for Dealers to get Quotes and view Cases**

Answer: D

Explanation:

Experience Cloud can provide dealers with a self-service portal to track opportunities and support cases, while Revenue Cloud (which includes Salesforce CPQ) can enable dealers to get custom pricing and generate quotes quickly. This combination meets all the outlined requirements, providing visibility into the sales process and support activities, as well as enabling efficient quoting. Salesforce's documentation on the capabilities of Experience Cloud and Revenue Cloud supports this recommendation.

NEW QUESTION # 53

Universal Containers (UC) is about to complete the first phase of its digital transformation with its new Lead to Invoice process that incorporates several clouds like Sales Cloud, Service Cloud, Revenue Cloud, Experience Cloud, and MuleSoft. UC is now creating a Center of Excellence and focusing on a purely Agile methodology for working on new releases. UC wants to understand some of the considerations around release planning.

What are two recommendations a Solution Architect should make to ensure UC's releases to production work within its release schedule and there are no delays in future releases?

Choose 2 answers

- A. **Create a regular sprint cadence across the different teams to demonstrate new functionality.**
- B. **Use the last sprint of the release to stabilize it and eliminate identified issues.**
- C. Utilize the last sprint to include functionality that was missed from previous sprints.
- D. Fix the scope of the sprint during release planning regardless of how long it takes.

Answer: A,B

Explanation:

For UC's digital transformation and adoption of Agile methodology, ensuring smooth and timely releases is crucial. The recommended practices are:

B) Create a regular sprint cadence across the different teams to demonstrate new functionality. Establishing a consistent rhythm for sprints helps align team efforts, ensures regular progress reviews, and facilitates the integration of new features. It fosters collaboration and keeps the project on track.

C) Use the last sprint of the release to stabilize it and eliminate identified issues. Dedicating the final sprint to stabilization and issue resolution is a best practice in Agile methodologies. It allows the team to focus on quality assurance, performance testing, and user

feedback, ensuring that the release is robust and meets user expectations.

Salesforce and Agile methodology guides, such as those found on Salesforce Trailhead and in Agile development literature, emphasize the importance of regular cadences and stabilization phases for successful project delivery and continuous improvement.

NEW QUESTION # 54

Universal Containers (UC) has implemented a new ecommerce site for its resellers. UC is leveraging a multi-cloud architecture, B2B Commerce, for building the storefront and Service Cloud Web2Case for offering case management functionality to its resellers. UC notices that the case volume is extremely high and a number of resellers are raising cases for trivial issues on the B2B Commerce site.

Which two recommendations should a Solution Architect make to help resellers use the site more efficiently and lower the case volume?

Choose 2 answers

- A. Plan and conduct User Adoption Trainings for resellers on how to use the site.
- B. Offload the number of cases received via Web2Case by using Email2Case.
- C. Disable anonymous users on the site.
- D. Implement Case Deflection.

Answer: A,D

Explanation:

Option B would help resellers find answers to their questions by showing them relevant articles or discussions before they create a case. This way, they can resolve their issues without contacting support13.

Option D would help resellers learn how to use the site effectively and avoid common pitfalls. This way, they can reduce errors and confusion that might lead to unnecessary cases2.

NEW QUESTION # 55

Universal Containers (UC) is about to complete the first phase of its digital transformation with its new Lead to Invoice process that incorporates several clouds like Sales Cloud, Service Cloud, Revenue Cloud, Experience Cloud, and MuleSoft. UC is now creating a Center of Excellence and focusing on a purely Agile methodology for working on new releases. UC wants to understand some of the considerations around release planning.

What are two recommendations a Solution Architect should make to ensure UC's releases to production work within its release schedule and there are no delays in future releases?

Choose 2 answers

- A. Use the last sprint of the release to stabilize it and eliminate identified issues.
- B. Create a regular sprint cadence across the different teams to demonstrate new functionality.
- C. Utilize the last sprint to include functionality that was missed from previous sprints.
- D. Fix the scope of the sprint during release planning regardless of how long it takes.

Answer: B,C

NEW QUESTION # 56

Universal Containers (UC) is starting to go through an inventory of capabilities in regard to its many data warehouses. UC's data warehouses are currently being provided with data from OMS, ERP, Accounting, and other inventory management systems. Data warehouses are utilized by those systems for storage or analytics purposes.

UC plans to utilize the Systems of Engagement framework to classify its systems based on how they will be utilized within the enterprise architecture. UC would like to understand which systems it should directly integrate with versus utilizing the data warehouses where that data may also be stored.

How should a Solution Architect classify the data warehouses as systems within the enterprise architecture of this scenario?

- A. System of Record
- B. System of Engagement
- C. System of Reference
- D. System of Intelligence

Answer: A

Explanation:

In an enterprise architecture, data warehouses typically serve as a System of Record (SoR). They contain the authoritative data source for a given piece of information and are used for storage and analytics purposes. The Systems of Engagement (SoE) framework would classify the data warehouses as SoR because they maintain the official copy of the data being used by various systems. This classification aids in deciding on integration strategies and data flow within the enterprise architecture.

NEW QUESTION # 57

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