



Free Questions for B2B-Solution-Architect by actualtestdumps

Shared by Wagner on 18-01-2024

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Question 1

Question Type: MultipleChoice

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?

Options:

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

Answer:

B

Question 2

Question Type: MultipleChoice

Big Server Company sells complex server solutions to customers through a reseller channel. Resellers will purchase complex servers as well as have warehouses to store quick need products for their customers, such as additional hard drives and cables. Big Server Company currently uses Salesforce CPQ for its Sales team. Big Server Company would like to be able to give resellers easy access to purchase warehouse type products through B2B Commerce; however, the company would also like to allow resellers to request additional discounts for large volume orders from the Sales team.

Which recommendation should a Solution Architect make to integrate B2B Commerce and Salesforce CPQ to accomplish this request.

Options:

- A) Utilize an integration software, like MuleSoft, to sync carts and pricing between B2B Commerce and Salesforce CPQ.
- B) Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to sync the cart to Salesforce CPQ, and have a reseller price rule adjust pricing for the reseller based on volume.
- C) Create a request special pricing button in B2B Commerce that will create an opportunity for the sales representative and allow the sales representative to follow up.
- D) Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to create a quote from the Resellers Cart, allowing a sales representative to configure discounts and sync back to cart.

Answer:

B

Question 3

Question Type: MultipleChoice

Universal Containers (UC) uses Salesforce Sales Cloud to track Opportunities, Quotes, and Orders and is interested in offering self-service capability to its customers via an Experience Cloud site. Most products that UC offers are relatively simple, but some are complex and need to be configured and reviewed by a sales representative before an order can be officially placed. The CIO is concerned about the time to market and would like to see two options to address UC's need.

Which two options should a Solution Architect recommend and present to UC?

Choose 2 answers

Implement B2B Commerce on Experience Cloud to allow customers to purchase simple products with

Options:

- A) Add complex product configurations in a follow-up phase.
- B) Implement Salesforce CPQ internally first, then build 'product configurator' functionality in a custom Experience Cloud site in a follow-up phase.
- C) Implement a templated self-service Experience Cloud site to show product information, add a 'Request a Quote' component, and

recommend B2B Commerce implementation in a follow-up phase.

D) Implement a custom Experience Cloud site with 'product configurator' functionality first, then add headless commerce functionality in a follow-up phase.

Answer:

A, D

Question 4

Question Type: MultipleChoice

Universal Containers (UC) uses Salesforce Sales Cloud to track Opportunities, Quotes, and Orders and is interested in offering self-service capability to its customers via an Experience Cloud site. Most products that UC offers are relatively simple, but some are complex and need to be configured and reviewed by a sales representative before an order can be officially placed. The CIO is concerned about the time to market and would like to see two options to address UC's need.

Which two options should a Solution Architect recommend and present to UC?

Choose 2 answers

Implement B2B Commerce on Experience Cloud to allow customers to purchase simple products with

Options:

- A) Add complex product configurations in a follow-up phase.
- B) Implement Salesforce CPQ internally first, then build 'product configurator' functionality in a custom Experience Cloud site in a follow-up phase.
- C) Implement a templated self-service Experience Cloud site to show product information, add a 'Request a Quote' component, and recommend B2B Commerce implementation in a follow-up phase.
- D) Implement a custom Experience Cloud site with 'product configurator' functionality first, then add headless commerce functionality in a follow-up phase.

Answer:

A, D

Question 5

Question Type: MultipleChoice

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?

Options:

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

Answer:

B

Question 6

Question Type: MultipleChoice

Big Server Company sells complex server solutions to customers through a reseller channel. Resellers will purchase complex servers as well as have warehouses to store quick need products for their customers, such as additional hard drives and cables. Big Server Company currently uses Salesforce CPQ for its Sales team. Big Server Company would like to be able to give resellers easy access to purchase warehouse type products through B2B Commerce; however, the company would also like to allow resellers to request additional discounts for large volume orders from the Sales team.

Which recommendation should a Solution Architect make to integrate B2B Commerce and Salesforce CPQ to accomplish this request.

Options:

- A)** Utilize an integration software, like MuleSoft, to sync carts and pricing between B2B Commerce and Salesforce CPQ.
- B)** Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to sync the cart to Salesforce CPQ, and have a reseller price rule adjust pricing for the reseller based on volume.
- C)** Create a request special pricing button in B2B Commerce that will create an opportunity for the sales representative and allow the sales representative to follow up.
- D)** Implement the Salesforce CPQ & Billing and CPQ B2B Commerce Connector and use the Cart to Quote flow to create a quote from the Resellers Cart, allowing a sales representative to configure discounts and sync back to cart.

Answer:

B

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