B2B-SOLUTION-ARCHITECT Q&As

Salesforce Certified B2B Solution Architect

Pass Salesforce B2B-SOLUTION-ARCHITECT Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.geekcert.com/b2b-solution-architect.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce Official Exam Center

QUESTION 1

Northern Trail Outfitters (NTO) currently use Sales Cloud to track deals and now wants to use channel sales to distribute and tell 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. Product types sold

B. Opportunities generated

C. Number of quotes generated

D. Logins into Partner Community

E. Opportunity win rates

Correct Answer: BCD

QUESTION 2

Universal Containers (UC) has its product and primary pricing in an ERP. For data consumption to other systems, the ERP is integrated to a separate third-party data warehouse. The cart-to-quote process is supported by Salesforce\\'s multi-cloud solution spanning Sales Cloud, CPQ, and B2B Commerce.

The sales process is structured so that the customers add products to the cart through the Storefront and request a quote from UC\\'s sales representatives. The representatives can work on the quote in CPQ and push back the updated pricing to the Storefront. The overall pipeline is tied back to opportunities and opportunity products for forecasting.

Where does UC house the system of record for its sales process?

A. Salesforce B2B Commerce

B. Salesforce CPQ

C. Salesforce Sales Cloud

D. Third-party data warehouse

Correct Answer: C

QUESTION 3

AW Heat and. Cooling is a mid-sized manufacturing company that sells special purpose heating and cooling solutions. Sales have declined significantly, and analysis shows that customers are leaving due to long turnaround times for

quotes, lack of flexibility, and confused salespeople that do not understand their customers and do not collaborate with each other. The company wants to streamline and improve the customer experience from end to end, including new communication channels and digital self-service offerings.

How should the Solution Architect arrange the roadmap to implement the company\\'s stated priorities?

A. Start with Service Cloud and Revenue Cloud, followed by Experience Cloud and, later, Sales Cloud.

B. Develop a comprehensive solution that includes Sales Cloud, Revenue Cloud, Service Cloud, and Experience Cloud as a basic version from the start.

C. Fast-track Service Cloud followed by Sales Cloud, Revenue Cloud, and, later, Experience Cloud.

D. Start with Sales Cloud and Revenue Cloud, followed by Service Cloud and, later, Experience Cloud.

Correct Answer: D

QUESTION 4

A shipping and logistics company uses Sales Cloud, Service Cloud, and Marketing Cloud. It relies on Salesforce standard reports for its current KPIs. However, the company wants to see report trends and complex analytics. It also wants the reports to be visible to salesforce users as well as non-Salesforce users.

Which recommendation should a solution Architect make to meet the company\\'s needs?

A. Sales Cloud Einstein

B. Reporting snapshots

C. CRM Analytics

D. Standard Dashboards

Correct Answer: C

QUESTION 5

Universal Containers (UC) manufactures automobile engine components. UC wants to set up an ecommerce website to deliver a seamless customer purchasing experience, both through self-service and field sales. UC also wants to showcase its extensive product offerings, operate regional promotions and discounts, and managed routing and contracting. UC is looking for guidance on a Salesforce multi-cloud solution to be implemented across phases.

What should a Solution Architect recommend to meet UC\\'s business requirements?

A. Phase 1: Sales Cloud - - Phase 2: Service Cloud -- Phase 3626 Commerce

B. Phase 1: Sates Cloud -- Phase 2: B2B Commerce -- Phase 3: Salesforce Field Service

C. Phase 1: Service Cloud -- Phase 2: CPQ -- Phase 3: 626 Commerce

D. Phase 1: Sates Cloud - - Phase 2: CPQ -- Phase 3: 626 Commerce

Correct Answer: D

Latest B2B-SOLUTION-ARCHITECT Dumps

B2B-SOLUTION-ARCHITECT PDF Dumps

B2B-SOLUTION-ARCHITECT Study Guide