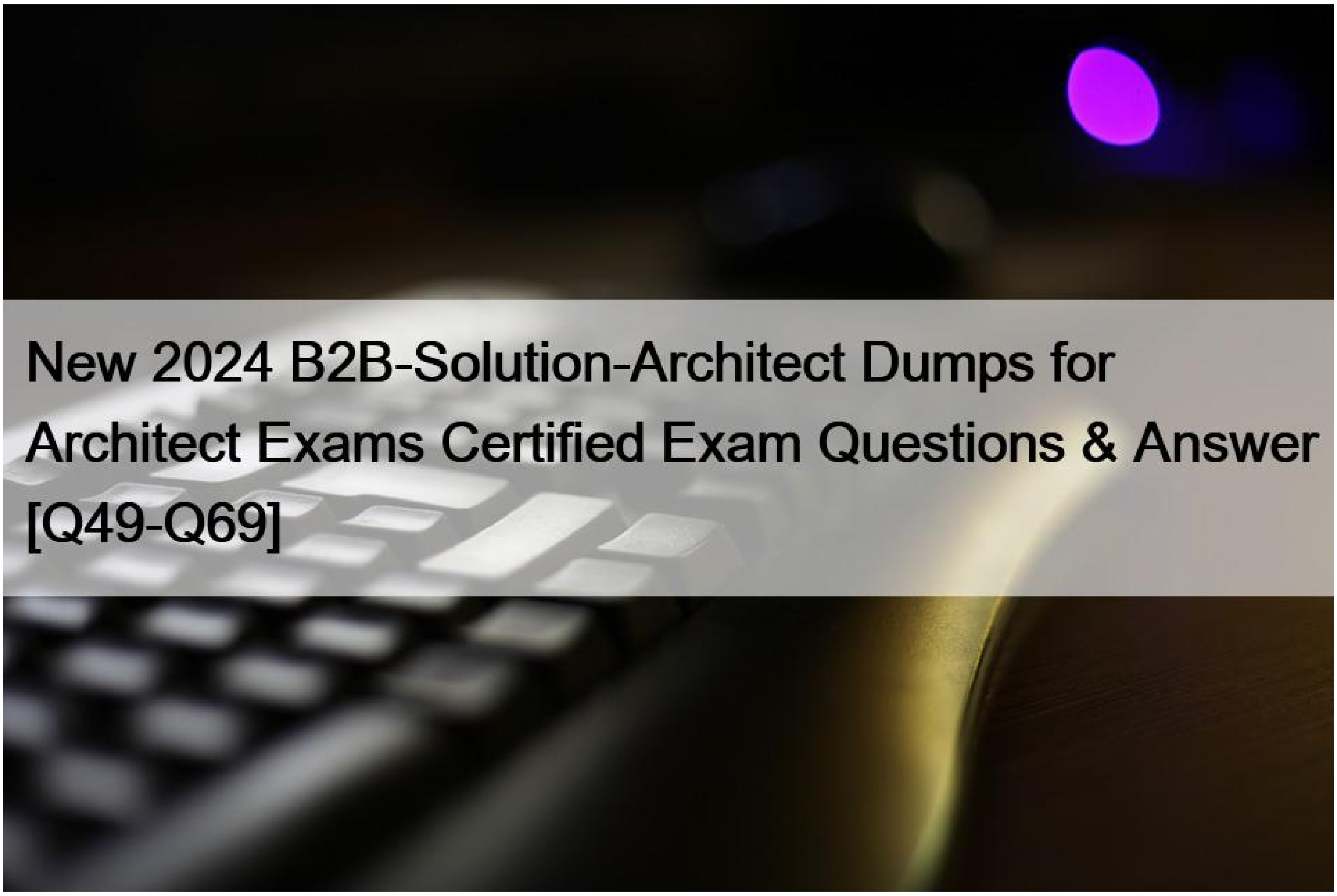
New 2024 B2B-Solution-Architect Dumps for Architect Exams Certified Exam Questions & Answer [Q49-Q69



New 2024 B2B-Solution-Architect Dumps for Architect Exams Certified Exam Questions and Answer
Realistic Verified B2B-Solution-Architect exam dumps Q&As - B2B-Solution-Architect Free Update

Becoming a Salesforce Certified B2B Solution Architect can lead to many career opportunities, as businesses are increasingly looking for experts who can help them design and implement effective B2B solutions. Salesforce Certified B2B Solution Architect Exam certification demonstrates that you have the knowledge and skills necessary to succeed in this field, and can help you stand out in a competitive job market.

Q49. 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
* Fix the scope of the sprint during release planning regardless of how long it takes.
* Create a regular sprint cadence across the different teams to demonstrate new functionality.
* Use the last sprint of the release to stabilize it and eliminate identified issues.
* Utilize the last sprint to include functionality that was missed from previous sprints.

Q50. UC Foods, a global manufacturing organisation, builds and sells a variety of 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 determine the 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?
* 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.
* Use the B2B 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 Field Service Maintenance Plans.
* 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.
* 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.
https://developer.salesforce.com/docs/atlas.en-us.b2b_commerce_dev_guide.meta/b2b_commerce_dev_guide/ccrz_ccApiCart_addTo.htm

https://help.salesforce.com/s/articleView?id=sf.cpq_bundle_products.htm&language=en_US&type=5 B2B Commerce allows you to create aggregated products or dynamic kits that let customers select from various product variants1. CPQ enables you to create quotes for complex products and pricing scenarios2. The CPQ B2B Commerce Cloud Connector can sync products, pricing, quote requests, and orders between both clouds3. Field Service Maintenance Plans allow you to schedule recurring service appointments for your customers’ assets4.

Q51. Universal Containers (UC) has gone through the design phase of its large initiative involving multiple Salesforce clouds and is about to go into the build phase. The CIO would prefer to create an internal Center of Excellence (CoE) to implement the solution versus make a third-party organisation responsible for the entire build given that they have the talent internally to support the initiative.

Which two recommendations should a Solution Architect make toward creating a CoC?

Choose 2 answers
* All development decisions will be made by internal resources.
* Documentation around the solution will not be a concern.
* Knowledge of the solution will stay within the organization.
* It will be much more cost effective to create a CoE.
A Salesforce Center of Excellence (COE) is a centralized division within your company that oversees and manages all aspects of the Salesforce instance, including projects, maintenance, and support12. A COE acts as a central governing body for the entire organization and funnels all decision making and product ownership through a single group2. By creating a COE, you can ensure that all development decisions will be made by internal resources who have direct relationships with stakeholders throughout the company12.

Another benefit of creating a COE is that knowledge of the solution will stay within the organization3. A COE provides leadership, best practices, research, support and training for Salesforce3. By having an internal team that is responsible for implementing and maintaining the solution, you can avoid relying on external vendors or consultants who may not have your best interests at heart or who may leave after the project is done4.

Q52. Universal Containers serves customers globally across two businesses. Each business has its own org for managing itssales and support operations. Each line of business also maintains its own reporting systems using both CRM Analytics and Salesforce reports, but the CEO is asking for a unique dashboard that includes the global opportunity pipeline with data from both orgs.

What should a Solution Architect propose?
* Use CRM Analytics in the primary org and create a Salesforce External Connection. Then, create a dataflow to combine data from both orgs.
* Use one org as primary and create external objects for the accounts and opportunities of the other one. Then, use standard reports.
* Use one org as primary and an ETL tool to synchronize the accounts and opportunities of the other org. Then, use standard reports.
* Use CRM Analytics in the primary org and then, in thedashboards, use Salesforce Connect to query the data from the other org.
CRM Analytics (formerly known as Tableau CRM) allows for the creation of powerful dashboards that can incorporate data from multiple Salesforce orgs. By using CRM Analytics with an external connection and creating a dataflow, data from both orgs can be combined into a unified dashboard, providing the global visibility the CEO is requesting. This aligns with Salesforce’s guidance on multi-org reporting using CRM Analytics, which enables cross-org data integration and visualization.

Q53. Universal Containers uses an ERP as system of record (SOR) for its product data, and Sales Cloud and Revenue Cloud for its sales dat a. The Product data must be synced with Salesforce so that sales representatives can add the products to their Opportunities and Quotes. As Products are deactivated within the ERP, they should no longer be available. Since Sales Cloud is the SOR for Opportunities and Revenue Cloud is the SOR for Quotes, the Solution Architect has been asked to come up with an archiving strategy that preserves Opportunity and Quote data related to these deactivated products m Salesforce for historical reference.

What should a Solution Architect recommend to manage the deactivation of the Products and archiving of the Saks data?
* Delete the Product in Salesforce once it is deactivated in the ERP. Archive the Opportunity and Quote data m a third-party system and bring back into Salesforce as External Objects.
* Remove the Product from active Opportunities and Quotes. Archive the Opportunity and Quote data in a third-parry system and bring back into Salesforce as External Objects.
* Deactivate the Product m Salesforce once it is deactivated m the ERP. Archive the Opportunity and Quote data in a third-party system and bring back into Salesforce as External Objects.
* Deactivate the Product in Salesforce once it is deactivated m the ERP. Mark the Opportunity and Quote data in Salesforce as inactive so they do not show up in reporting.
This way, you can preserve the historical data of your sales transactions related to the deactivated products without deleting them from Salesforce. You can also avoid syncing issues between your ERP and Salesforce by keeping the product status consistent1.

Deactivating a product in Salesforce means that it cannot be added to new opportunities or quotes, but it remains visible on existing ones1. You can also deactivate all related prices for that product at the same time by enabling a setting in Product Settings1. To mark an opportunity or quote as inactive, you can use a custom field or a workflow rule that changes its status based on certain criteria3.

https://help.salesforce.com/s/articleView?id=customize_product.htm&language=en_US&type=0

Q54. Universal Containers (UC) is an international company with activities m Europe and the U.S. UC has two separate Salesforce orgs, one for each region. Quotes are built m different legacy systems, depending on their country. Orders are processed centrally by the back-office team with an ERP. Customer information is saved m both legacy systems and the ERP. The analyst team complains about the inconsistency of customer data between different systems and the lack of connection between a single piece of customer data across all of the systems.

Which approach would make it possible to set up this single source of truth and ensure scalability for orders?
* Use MuleSoft Anypoint Platform as the single point of data orchestration across the different systems and Salesforce environments.
* Map all of the points of data with a different ETl tool for each Salesforce environment and drive synchronisation from Salesforce to the other systems.
* Use each Salesforce org as its own system of record (SOP.) and use Salesforce Connect to synchronise the two Salesforce orgs.
* Map all of the points of data within a custom data manager and drive synchronization between the different systems with a point-to-point approach.
According to 1, a single source of truth (SSOT) is the practice of aggregating the data from many systems within an organization to a single location. A SSOT is not a system, tool, or strategy, but rather a state of being for a company’s data in that it can all be found via a single reference point.

According to 2, 3 and 4, Salesforce has introduced the Customer 360 Truth Platform, which includes MuleSoft. This is a new set of data and identity services that enable companies to build a single source of truth across all of their customer relationships. This connects data from all Salesforce clouds to create a single view of the customer.

MuleSoft Anypoint Platform is an integration platform that allows companies to connect any application, data source or device using APIs. MuleSoft enables companies to leverage their existing systems and data sources without having to replace them or create custom integrations.

Q55. Universal Containers (UC) currently has Sales Cloud for its direct Sales team and is about to implement Revenue Cloud for them as well. UC is also bringing in Experience Cloud for its indirect Sales team which will integrate with Sales Cloud and Revenue Cloud. The CIO would like to make surethey are working from a single operating model when it comes to defining their cross-departmental process and data utilization. The CIO wants to make sure there is no duplication of any data or processes that will require data hygiene constantly because ofduplicative efforts.

What are the two initial questions a Solution Architect should ask the business in order to select the right operating model for business process standardization?

Choose 2 answers
* Can the direct Sales team use the standardfunctionality?
* How critical are the business processes?
* Are the processes the same for the direct Sales team and indirect Sales team?
* Is the data shared between the direct Sales team and indirect Sales team?
According to SOGAF Operating Models1, an operating model has two dimensions: business process standardization and business process integration. Business process standardization refers to how similar or different are the processes across different units of an organization, such as direct and indirect sales teams. Business process integration refers to how much data is shared across different units of an organization, such as direct and indirect sales teams.

By asking these two questions, a Solution Architect can determine which of the four types of operating models (coordination, diversification, replication, or unification) best suits Universal Containers’ needs for cross-departmental process and data utilization1.

To select the right operating model, the Solution Architect should ask:

C) Are the processes the same for the direct Sales team and indirect Sales team? Understanding if the sales processes differ significantly between teams will influence the design of the operating model.

D) Is the data shared between the direct Sales team and indirect Sales team? Knowing how data is shared helps to determine the extent to which systems need to be integrated and whether data duplication can be avoided.

Q56. A software solutions company has created several SaaS applications that it sells to its customers. The company would like an easier way to allow customers to renew their subscriptions each period. Today, the company has to run reports across multiple disparate systems to find out which products each customer has purchased, their usage levels, and when each customer needs to renew. Tracking and identifying when to contact customers is a very manual process and involves sates people sending emails with invoices attached. Customers often mail paper checks to the company, leading to disconnected invoicing and payment processing.

Which two products should a Solution Architect consider to resolve the subscription, invoicing, and payment issues the company is currently experiencing?

Choose 2 answers
* Salesforce Billing
* Salesforce Order Management
* B2B Commerce
* Salesforce CPQ

Q57. Universal Containers has recently provided its call center team the ability to troubleshoot issues coming from its B2B Commerce customers. Currently, the team utilises Service Cloud and, specifically, the Service Console. The CIO s concern is now different the experience will be as it relates to B2B Commerce for Visualforce versus what the team sees today within the Service Console.

Which recommendation should the Solution Architect voice to the CIO to ensure higher adoption by the call center team?
* Implement an embedded web view of B2B Commerce within the Service Console.
* Implement the CSR flow so that call center agents can log m as the buyer within B2B Commerce and see their cart.
* Provide access to B2B Commerce data within the Service Console so they can see the cart.
* Implement Experience Cloud login as user so that call center agents can log in as the buyer within B2B Commerce and see their cart.

The Solution Architect should recommend implementing an embedded web view of B2B Commerce within the Service Console, or providing access to B2B Commerce data within the Service Console so that call center agents can see the cart. This will allow the call center team to access the same information they are used to seeing in the Service Console, while still providing access to B2B Commerce data. Additionally, they could also implement the CSR flow so that call center agents can log in as the buyer within B2B Commerce and see their cart. Implementing Experience Cloud login as user is not necessary for this purpose.

This option would allow the call center team to see what the B2B Commerce customers see on their storefronts without leaving the Service Console. This would enhance their experience and efficiency when troubleshooting issues.

According to Salesforce documentation2, B2B Commerce for Visualforce is a set of Visualforce pages and components that can be integrated with your Experience Cloud site. You can also customize these pages and components to suit your business needs.

Q58. Universal Containers (UC) recently went live with a multi-cloud implement at ton consisting of Experience Cloud, Service Cloud, and Marketing Cloud Account Engagement. The UC Marketing team wants to generate Marketing Cloud Account Engagement emails using the same dynamic content that users access in Experience Cloud. They want to trigger Marketing Cloud Account Engagement emails based on certain user actions while keeping the content dynamic and configurable via a user- friendly mechanism.

Which approach should a Solution Architect recommend m this case?
* Consider finding AppExchange packages that support this functionality on Experience Cloud and Marketing Cloud Account

Engagement.
* Use Salesforce CMS on Experience Cloud and the new Marketing Cloud Account Engagement Lightning Email Experience.
* Change the data model to support sending Marketing Cloud Account Engagement email via the Experience cloud site.
* Build a custom application using Lightning Web Components to make the email content dynamic and configurable.
Using Salesforce CMS and the new Marketing Cloud Account Engagement Lightning Email Experience can enable the UC Marketing team to generate Marketing Cloud Account Engagement emails with dynamic content accessed through Experience Cloud. This approach can provide a user-friendly mechanism to configure content and trigger email sends based on user actions, without changing the data model. Additionally, this approach leverages native Salesforce functionality and does not require custom development or third-party packages.

https://www.salesforce.com/products/experience-cloud/features/customer-engagement-solutions/

Q59. Universal Containers (UC) currently utilizes Sales Cloud and Experience Cloud for its customers. For the next phase in its digital transformation, UC would like to enable its vast dealer network with the kinds of tools its direct Sales teams are currently using. UC is considering Partner Communities (PRM) on Experience Cloud.

UC’s concern at the moment is making sure that its dealer network only gets access to the opportunities they themselves bring to UC or that UC submits to the dealer to close. This is a concern for the VP of direct sales who has issues with bringing PRM in at all.

What is the initial suggestion a Solution Architect should provide to make Partner Communities work for UC?
* Create two account lookups on the opportunity, one for dealer and one for partner company, and create sharing rules to share the records.
* Create public groups of partner companies and users at dealers, and share the opportunities using sharing rules.
* Utilize the external sharing model to differentiate the sharing models between Internal Sales users and External Communities users.
* Utilize the same sharing model within the Partner Community that customers are currently using within the Customer Community.

Q60. Universal Containers (UC) is about to complete an initial planning of a complex solution involving multiple customer personas. UC wants to ensure it has a comprehensive understanding of what kinds of business outcomes the customers want to achieve before presenting them a solution.

Which method of discovery should a Solution Architect suggest to UC?
* Third-party research from well-known organizations
* Jobs To Be Done Framework
* Comprehensive Surveys to End Customers
* User Stories Creation with End Customers

Q61. 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 budgetduring the build while still hitting the objectives that were defined m the design phase.

Which recommendation should the Solution Architect make to alleviate the executive team’s concerns during the build?
* Help the executive team develop a governanceframework; and team to focus on those concerns throughout the build and track the budget.
* Promise the executive team that the project manager will always give comprehensive budget numbers every week and they will never overrun on budget.
* 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.
* Assure the executive team that the current project is at a fixed scope and there will not beany overrun on budget.
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.

Q62. Universal Containers (UC) uses Sales Cloud, Service Cloud, and Experience Cloud. The implementation was completed 5+ years ago, and Service Cloud users are now expressing dissatisfaction with system performance. A custom Visualforce page was developed to show relevant data to Experience Cloud users. The same page is used by the Support team but displays more information based on their profile. UC has a small internal Support team for Salesforce that periodically enables new features in production.

Which best practice should the Solution Architect recommend to avoid these types of issues in the future?
* Assess the level of technical debt and test new features with the Product team in a Developer sandbox.
* Assess the level of technical debt and test new featuresin a sandbox before enabling in production.
* Assess the level of data quality and test new features with a pilot before enabling for all users.
* Assess the level of data quality and test new features with a subset of users in production before enabling all users.
To avoid issues related to system performance and ensure the scalability of Salesforce solutions, it’s crucial to manage technical debt and thoroughly test new features in a controlled environment. A sandbox provides a safe space for testing, allowing UC to simulate the impact of changes without affecting the production environment. This practice helps in identifying potential issues and resolving them before they can impact end-users.

Salesforce’s documentation on best practices for managing technical debt and the use of sandboxes for testing provides guidance on these processes, emphasizing the importance of a proactive approach to system maintenance and feature testing.

https://admin.salesforce.com/blog/2021/tech-debt-what-it-is-and-why-you-should-care

Q63. At Custom Cabinets LLC, the service appointments often span over multiple days bot are 2 to 4 hours in duration per day. The company would like to optimize the service resource’s day and have them see as many customers as possible. Additionally, Custom Cabinets LLC would like a customer service representative to follow up with the customer once the field work has been completed.

Which approach should the Solution Architect take to meet these requirements?
* Leverage declarative automata to done Service Appointments for multiple days. Like declarative automation to send a follow-up email to the customer.
* Leverage out-of-the-box Salesforce Field Service Work Types and out-of-the-box Multiday Service Appointments. Use declarative automation to create a follow-up Case for customer service.
* Leverage out-of-the-box Salesforce Field Service Multiday Service Appointments. Use declarative automation to send a follow-up email to the customer.
* Leverage out-of-the-box Salesforce Field Service Work Types and declarative automation to clone Service Appointments for multiple days. Use declarative automation to create a follow-up Case for customer service.
Leverage out-of-the-box Salesforce Field Service Multiday Service Appointments1. This is a simple and efficient way of scheduling service appointments that last for more than a day.

Q64. 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 itsDealers 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?
* Experience Cloud and Revenue Cloud forDealers to get Quotes and view Cases
* B2B Commerce for Dealers to get pricing and Service Cloud for Cases
* Experience Cloud and Sales Cloud for Dealers to be able to create Opportunities and add Opportunity Products
* Experience Cloud and Service Cloud for Dealers to be able to request pricing through Cases and track Customer Cases

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.

Q65. Ohana Cirrus (OC) has around 1,500 support agents working in its global support center operating 24/7 across multiple channels. This center handles around 30,000 cases per day. OC currently uses a custom-developed solution to manage customer complaints and is planning to replace it with a new Salesforce solution. The current system contains more than 250 million records including some still being processed.

Which three recommendations should a Solution Architect suggest to migrate to the new application in the most efficient manner?

Choose 3 answers
* Use an interface to copy data from the legacy complaint system to Salesforce using a scheduled MuleSoft batch.
* Migrate archived data to Heroku and active and semi-active data to Salesforce.
* Migrate all complaint records m the Case object to provide a 360-degree customer view.
* Use Deferred Sharing Calculations to avoid record sharing calculations during data migration.
* Use an EU tool that uses the Salesforce Bulk API to migrate the data from the legacy system to the new system.

Data migration is the process of transferring data from one system toanother1.

Data migration in Salesforce requires careful planning, preparation, and execution234.

Data migration best practices include setting up a data governance plan, focusing on data quality, creating templates, verifying proper transfer, and using appropriate tools2356.

For Ohana Cirrus’ transition to Salesforce from a custom solution, efficiently managing the migration of a large volume of complaint records is crucial. Migrating archived data to Heroku provides a scalable storage solution while keeping active and semi-active data in Salesforce ensures accessibility and integration with service processes. Using Deferred Sharing Calculations during migration helps maintain system performance by temporarily suspending real-time sharing rule calculations. Utilizing an ETL (Extract, Transform, Load) tool with Salesforce Bulk API facilitates efficient data transfer, minimizing system downtime and ensuring data integrity. This strategic approach to data migration aligns with Salesforce’s best practices for handling large datasets and complex migrations, ensuring a smooth transition to the new Salesforce solution.

Q66. AW Computing (AWC) has just completed a multi-cloud implementation for Salesforce and is facing major user adoption challenges. Users are complaining that the system is complicated and hard to navigate.

What can the Center of Excellence (CoE) for Salesforce do to help increase user adoption?
* Place all training materials on the home page so users can find them easily.
* Record hour-long pieces of training for each job role so users can review on their own time.
* Break down training materials into quick reference guides for job-specific functions.
* Ensure each team has a Salesforce champion that can provide one-on-one training.

Q67. Universal Containers (UC) is an international company with activities m Europe and the U.S. UC has two separate Salesforce orgs, one for each region. Quotes are built m different legacy systems, depending on their country. Orders are processed centrally by the back-office team with an ERP. Customer information is saved m both legacy systems and the ERP. The analyst team complains about the inconsistency of customer data between different systems and the lack of connection between a single piece of customer data across all of the systems.

Which approach would make it possible to set up this single source of truth and ensure scalability for orders?
* Use MuleSoft Anypoint Platform as the single point of data orchestration across the different systems and Salesforce environments.
* Map all of the points of data with a different ETl tool for each Salesforce environment and drive synchronisation from Salesforce to the other systems.
* Use each Salesforce org as its own system of record (SOP.) and use Salesforce Connect to synchronise the two Salesforce orgs.
* Map all of the points of data within a custom data manager and drive synchronization between the different systems with a point-to-point approach.

Q68. The business model of Universal Containers (UC) puts a strong emphasis on indirect sales and service processes. UC’s customers are primarily distributors, resellers, and service providers who either sell or service products independently, or collaborate with UC on joint opportunities and cases. In the past, collaboration was primarily driven through email but UC wants to bring both service and sales collaboration onto one consolidated platform.

Which solution should a Solution Architect recommend to create better collaboration and visibility for UC employees, resellers, and service partners?
* Grant access to resellers and partners by providing Sales Cloud licenses and Service Cloud licenses.
* Grant access to resellers and partners by providing Partner Community licenses.
* Grant access to resellers and partners by providing Customer Community licenses.
* Grant access to resellers and partners by providing Customer Community Plus licenses.

Q69. AW Computing (AWC) has just completed a multi-cloud implementation for Salesforce and is facing major user adoption challenges. Users are complaining that the system is complicated and hard to navigate.

What can the Center of Excellence (CoE) for Salesforce do to help increase user adoption?
* Place all training materials on the home page so users can find them easily.
* Record hour-long pieces of training for each job role so users can review on their own time.
* Break down training materials into quick reference guides for job-specific functions.
* Ensure each team has a Salesforce champion that can provide one-on-one training.
To increase user adoption when users find the system complicated, breaking down training materials into quick reference guides for specific job functions can be very effective. This makes the learning process more manageable and relevant to users’ daily tasks. Salesforce’s own training approach often includes such job-specific materials, recognizing that targeted, role-based guidance can improve user competence and confidence.

Salesforce B2B-Solution-Architect Exam is a certification program designed for professionals who wish to demonstrate their expertise in Salesforce B2B Solution Architecture. Salesforce Certified B2B Solution Architect Exam certification exam aims to assess the candidate's knowledge of the Salesforce B2B Commerce Solution, including its features, functionalities, and best practices. B2B-Solution-Architect exam is challenging and comprehensive, covering a wide range of topics that include data modeling, integration, security, and more.

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