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Free Jul-2024 UPDATED Salesforce B2B-Solution-Architect Certification Exam Dumps is Online Salesforce Exam 2024 B2B-Solution-Architect Dumps Updated Questions

Salesforce B2B-Solution-Architect certification is designed for individuals who possess advanced knowledge and expertise in the design and implementation of B2B solutions using Salesforce technologies. Salesforce Certified B2B Solution Architect Exam certification validates the candidate's ability to architect and implement complex B2B solutions that meet the unique requirements of their organization's sales and marketing teams. The Salesforce Certified B2B Solution Architect certification is a highly respected credential in the industry and is recognized by many organizations as a standard for excellence in B2B solution architecture.

NEW QUESTION 25

A Solution Architect is working with Northern Trail Outfitters’ Sales and Services team. They are currently evaluating how many environments they need to procure. As part of a preliminary review, it was identified that although the different business units were happy working m separate environments, there is a requirement to know each other’s transactions.

Which two requirements would make the Solution Architect recommend a Single org over a multi-org strategy?

Choose 2 answers
* Collaboration between lines of business
* Simple security architecture across lines of business
* Global case management across lines of business
* Access to shared lines of business data

1. Collaboration between lines of business. According to 1 and 2, having a single-org architecture can facilitate collaboration between different lines of business by allowing them to share data, processes, workflows, reports, dashboards, etc. This can improve communication, efficiency, and productivity across the organization.

2. Access to shared lines of business data. According to 1 and 3, having a single-org architecture can enable access to shared data across different lines of business by using common objects, fields, records, etc. This can improve data quality, consistency, and visibility across the organization.

NEW QUESTION 26

P&C Hardware is a large manufacturer of computer components and already has an extensive Salesforce technology stack including MuleSoft, Sales Cloud, Service Cloud, and Field Service, as well as Shield capabilities. P&C Hardware is in the process of launching an online store based on Salesforce technology that’s supposed to go live in 6 weeks. P&C Hardware needs to analyze performance to identify bottlenecks and optimize the configuration using its agile process with weekly releases. So far, P&C Hardware has covered similar requirements for other technologies using a third-party monitoring and alerting tool it deployed in the cloud.

What are two viable options a Solution Architect should explore in more detail with the client?

Choose 2 answers
* Leverage Shield Event Monitoring and MuleSoft to provide monitoring data to the third-party monitoring and alerting solution that’s already in place at P&C Hardware.
* Leverage Shield Event Monitoring in conjunction with the Salesforce Debug Logs, and establish a regular review process for the Operations and Administration team.
* Leverage the B2B Commerce built-in performance monitoring dashboard to analyze performance in near real time.
* Leverage Shield Event Monitoring in combination with the CRM Analytics Event Monitoring app as a simple out-of-the-box solution.

Leverage Shield Event Monitoring and MuleSoft to provide monitoring data to the third-party monitoring and alerting solution that’s already in place at P&C Hardware2. This option can help P&C Hardware leverage their existing investment and expertise in their cloud-based monitoring tool, while integrating it with Shield Event Monitoring and MuleSoft to capture and analyze performance data from their Salesforce technology stack.

Leverage Shield Event Monitoring in combination with the CRM Analytics Event Monitoring app as a simple out-of-the-box solution3. This option can help P&C Hardware quickly set up a performance monitoring dashboard using pre-built reports and dashboards from the CRM Analytics Event Monitoring app, which can be installed from AppExchange. This app can provide insights into user activity, adoption, performance issues, security risks, and more.

https://trailhead.salesforce.com/credentials/architectoverview

NEW QUESTION 27

Universal Containers is currently utilizing B2B Commerce Cloud, Service Cloud, and Field Service for its Sales teams, call center, and Field Service teams. The Field Service team would like to have visibility of Commerce Cloud data because customers in the held will often ask about sales order details.

What should the Solution Architect recommend to give this kind of data access?
* Create a new permission set that grants access to the Order and Order Item object and assign it to the Field Service users.
* Create a new profile that grants access to the Order and Order Item object and assign it to the Field Service users.
* Give Commerce Cloud license to the Field Service team to view Order and Order Item data.
* Give Sales Cloud license to the Field Service team to view Order and Order Item data.

NEW QUESTION 28

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

NEW QUESTION 29

A Solution Architect is delivering a multi-cloud implementation to a client. A diagram is required to communicate the vision and strategy of the solution to the business executives and stakeholders at a high level without going into too much detailed technical information.

Which type of architecture diagram should the Solution Architect use?
* Master Data Management (MDM) Diagram
* Reference Architecture Diagram
* Lightning Platform Architecture Diagram
* Solution Architecture Diagram

NEW QUESTION 30

A client is running a project with a 626 multi-cloud setup involving Marketing Cloud, Sales Cloud, Service Cloud, Experience

Cloud, and MuleSoft. Currently, MuleSoft is primarily used to integrate with third-party systems. Marketing Cloud is connected to Sales/Service using the standard connector. A recent requirement-gathering session, involving all functional streams, brought up the question of where consolidated reporting mil happen. So far, reporting has only been looked at individually per stream.

There is a steering committee meeting 1 week from now. The Solution Architect was asked to provide different solutions to fix the problem. The expectation is that a high-level evaluation will be done prior the steering committee meeting so that an indication of options can be given and additional funding can be requested.

Which three critical steps should the Solution Architect take first?

Choose 3 answers
* Ensure all data objects across the different clouds have a unique external identifier
* Review the established and planned dataflows to understand where the systems of record sit and where data is transported to already.
* Review the system landscape to identify other existing solutions for reporting and start to investigate high-level cost impacts (inel. licenses aspects) for the most viable.
* Identify key drivers and high-level data scope behind the need for a consolidated reporting.
* Draft a solution to show how consolidated reporting can be done using CRM Analytics.

Review the established and planned dataflows to understand where the systems of record sit and where data is transported to already. This is an important step to assess the current state of data integration and identify any gaps or challenges that might affect the reporting solution.

Identify key drivers and high-level data scope behind the need for a consolidated reporting. This is an essential step to understand the business requirements and expectations for the reporting solution, as well as the key metrics and KPIs that need to be measured and reported on.

Review the system landscape to identify other existing solutions for reporting and start to investigate high-level cost impacts (incl. licenses aspects) for the most viable. This is a useful step to explore the possible options for delivering a consolidated reporting solution, such as using existing tools or platforms, building a custom solution, or leveraging third-party solutions. It also helps to estimate the costs and benefits of each option.

NEW QUESTION 31

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?
* Salesforce B2B Commerce
* Salesforce CPQ
* Salesforce Sales Cloud
* Third-party data warehouse

NEW QUESTION 32

Northern Trail Outfitters (WO) is transforming its service experience. NTO has created a RACI matrix to understand the key stakeholders’ responsibilities for activities and decisions during a Salesforce Field Service discovery workshop.

Which three NTO stakeholders should a Solution Architect recommend be defined as Consulted during the discovery workshop?

Choose 3 answers
* Field Service Manager
* NTO employee representing a typical customer
* Business Analyst
* Field Service Agent
* Project Manager

NEW QUESTION 33

Different teams at Universal Containers (UC) are experiencing challenges using their existing tools. The Sales team can only access their application from the office, the Marketing team has to manually import leads coming from the website into their campaign tool, and the Support team lacks a communication history repository between email, social networks, and calls. The website was developed by the IT team, and the Legal team is responsible for the Consent Management Platform used to meet GDPR requirements.

UC wants to improve its relationship with customers, so a digital redesign program is starting with the goal of moving to Salesforce solutions.

Which three steps are necessary to set up a program roadmap?

Choose 3 answers
* Identify the high-level workload capacity and planning of the IT and Legal teams.
* Prioritize the transformation of activities involving the least development.
* Create project plans for each of the projects that will be on the roadmap.
* Prioritize the transformation of activities related to customers’ interactions.
* Explain how the program contributes to the business’s goals.

https://trailhead.salesforce.com/content/learn/modules/innovation_solution/innovation_solution_build_business

NEW QUESTION 34

AC Computers is hitting governor limits when trying to create orders and activate orders in Salesforce. Upon further investigation, it’s discovered that AC Computers is trying to process hundreds of order products on a single order. The Order object also has various automation processes to update fields and integrate with a third-party order management system.

What is one solution a Solution Architect should evaluate first to resolve this issue?
* Create a custom object to hold orders in queue for processing.
* Review to determine if moving automation to asynchronous Apex is required.
* Enable Advanced Order Management to process large orders.
* Install a third-party solution to process large orders.

NEW QUESTION 35

After a Solution Architect presents the Salesforce User Attribute Chart, the project owner has some concerns and questions regarding the Role Hierarchy choices for the executive assistant who reports to all of the VPs. There are also questions about the ideal license given to the CEO who provides executive oversight and reviews the Executive Dashboard at the end of each accounting period. There are some restrictions on budget spend for overall licenses, and the user base is forecasted to continue to grow.

Which two explanations should the Solution Architect use to address the concerns and gain final acceptance?

Choose 2 answers
* The CEO should have a Platform Plus license given that the role is a consumer of information and should be at the top of the Role Hierarchy.
* The CEO should have a Sales Cloud license given that the role is a processor of information and should be at the top of the Role Hierarchy.
* The Role Hierarchy should mirror the organization chart. Therefore, sharing settings need to be put in place for the executive assistant given the need to have access to the data of all of the VPs being supported.
* Given that the executive assistant will need access to the data for all of the VPs being supported, the assistant should be placed higher up in the Role Hierarchy than the VPs.

NEW QUESTION 36

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.

NEW QUESTION 37

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.

NEW QUESTION 38

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.

NEW QUESTION 39

Universal Containers (UC) is about to start a massive digital transformation project across multiple service channels. UC plans on using Service Cloud, Omni-Channel, chatbots, Knowledge, and Einstein AI throughout all the service capabilities. Before discovery can start, the key stakeholder would like to see the automated chat capabilities in action. They currently use a third-party Knowledge Base and are wondering what is the value of it over Salesforce Knowledge. They believe it will be chatbots but they are unsure.

What is one of the key benefits the Solution Architect should addresswithin the context of the demo?
* Demo how the chatbot can provide a response to a customer’s request by bringing together content from Knowledge articles.
* Demo how the chatbot can anticipate the responses of the customer before they make it, and generate Knowledge article responses based on what they have bought.
* Demo how the chatbot can utilize Knowledge within it to deflect customer issues before a case is created.
* Demo how a human being can have a real conversation with an Einstein Al-driven chatbot.

NEW QUESTION 40

Universal Containers (UC) currently has Sales Cloud, Revenue Cloud, and Marketing Cloud Account Engagement within its existing Salesforce environment and is utilizing a standard Lead to Cash solution across those clouds. UC is 2 years into its Salesforce implementation, and the CIO is getting concerned with the sheer amount of data affecting its environment’s data limits.

IT is doing upkeep on older records that may no longer be relevant. They have decided to start looking at data archival strategies and what to archive correctly. Given that this solution involves Leads from Marketing Cloud Account Engagement, Opportunities from Sales Cloud, and Quotes from Revenue Cloud, they are concerned about archiving related data on active sales pipelines. They also want to keep a historical snapshot of all of their Quotes, Opportunities, and Leads for future pipeline performance purposes and are open to options.

Choose 2 answers
* Propose Skinny Tables to the CIO before doing anything else.
* Understand the organization’s regulatory requirements around right to retain or delete data.
* Recommend AppExchange solutions that provide capabilities around data archiving to the CIO.
* Segment the data in terms of data needed for daily operations, data that is used occasionally at demand, and data that is used purely for historical purposes.

NEW QUESTION 41

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

NEW QUESTION 42

Universal Containers (UC) u about to develop a new call center solution utilizing Salesforce products including Service Cloud, LiveMessage, Experience Cloud, and MuleSoft. UC would prefer no real customer data to be stored within Salesforce but to be made view only. These views should only be utilized by a select few individuals that may be assigned the ability to view this data temporarily and have it removed.

Which two features should a Solution Architect suggest to maintain these constraints?
* Apex Callouts, User Permissions Sets
* Third-party ETL, Profiles
* Salesforce Connect, User Profiles
* Salesforce Connect, User Permission Sets
Salesforce Connect allows you to integrate external data sources with Salesforce and access them in real time without storing them in Salesforce1. User Permission Sets let you grant access to various tools and functions to users without changing their profiles12. You can assign permission sets to users with different licenses and revoke them when needed3.

NEW QUESTION 43

Universal Containers (UC) acquired two companies. As part of its transformation and consolidation program, UC needs to bring all of its disparate partner strategies together and see what can be combined across all of its indirect sales channels. Each company currently has its own Salesforce environment utilizing Sales Cloud and Experience Cloud for Partners. Each company also follows its own unique business processes for partners. However, UC has recently developed a new vision and journey focused on a single indirect channel with a single Salesforce environment aligned to its corporate strategy.

Given UC’s new journey for engaging its indirect channel, what are the next two steps the Solution Architect should recommend?

Choose 2 answers

* Completely unify all the channel strategies under the acquiring company’s brand and strategy.
* Tell the stakeholders to focus on having a single Partner Community across all channels with a singular branding.
* Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell-with model within the new Partner Communities.
* Identify the need for multiple PartnerCommunities by Indirect Sales Channel with branding and content specific to each channel.

To align the partner strategies of the acquired companies with UC’s new vision for a single indirect channel, the Solution Architect should recommend:

A) Completely unify all the channel strategies under the acquiring company’s brand and strategy. This ensures a cohesive approach and aligns with the goal of a unified partner strategy.

C) Create an adoption plan for the Direct Sales team to engage with the Indirect Sales team in a sell-with model within the new Partner Communities. This facilitates collaboration between direct and indirect sales channels, leveraging the strengths of both to drive sales in the unified environment.

Reference to these strategies can be found in Salesforce’s best practices for managing partner relationships and communities, as detailed in Salesforce Partner Community documentation.

NEW QUESTION 44

A Solution Architect was asked by AC Computers to provide solution recommendations for a rebate enrollment and management solution on Salesforce. The primary goal and requirement is to easily launch rebate programs for partners that an administrator can implement and manage in Salesforce. AC Computers currently uses Sales Cloud, Salesforce CPQ, and Experience Cloud to expose opportunity and quote information to partners.

Based on the business requirements, which solution should the Solution Architect recommend?
* Implement a custom solution to track rebates, accruals, and actuals and expose the data in the Experience Cloud site.
* Implement Salesforce Service Contracts with line items to track rebate accruals and expose the data in the Experience Cloud site.
* Implement Salesforce Rebate Management Module and expose the data in the Experience Cloud site.
* Implement B2B Commerce on Lightning Experience to track rebates and expose the data in the Experience Cloud site.

This solution can help AC Computers easily launch rebate programs for partners that an administrator can implement and manage in Salesforce. Rebate Management is a new module that integrates out-of-the-box into any Salesforce product and gives all employees and channel partners visibility into rebate programs2. It also automates, scales and leverages AI-driven insights for better and faster decisions1. Rebate Management can be exposed in the Experience Cloud site using custom components or standard objects4.

https://www.salesforce.com/products/manufacturing-cloud/rebate-management/ Salesforce Rebate Management is a managed package that enables companies to create, manage, and track rebates in Salesforce. With this solution, administrators can easily set up and manage rebate programs, track accruals and actuals, and generate detailed reports. Exposing the data in the Experience Cloud site will allow partners to view and track their rebate status, further enhancing the rebate management process.

NEW QUESTION 45

Universal Containers is in the process of implementing a CPQ and B2B Commerce solution. The Technology team has completed the development for the current sprint and is demonstrating the functionalities to the business stakeholders during their sprint demo. While demonstrating products and pricing, and Sync between B2B and CPQ when requesting a quote, the stakeholders make a new request to include tiered pricing and map it to discount schedules on CPQ.

Which approach should a Solution Architect recommend while addressing the feedback from the stakeholders?
* Convey that this can be potentially picked up in the next sprint since the technical changes needed for this new user story are low effort.

* Include it as a user story and accommodate it m the same sprint, since this is a feasible requirement and the CPQ B2B Commerce Connector is already set up.
* Convey that it is not recommended to include M the initial MVP, since an extension is needed on the CPQ B2B Commerce Connector for the new requirement.
* Add the request as a new user story to the product backlog, and further schedule a meeting for prioritization and grooming.

NEW QUESTION 46

Universal Containers (UC) is evaluating Salesforce for a Lead to Invoice solution, as its current process for getting payments from customers as incredibly laborious. UC knows now its current invoice process runs through its back-office ERP, and is unsure how it would work within a front-office tool going from a lead all the way to an invoice. UC is looking to purchase Revenue Cloud, Sales Cloud, Marketing Cloud Account engagement, and MuleSoft to work with its CRP. The CIO also wants to make sure UC is utilizing the data across these clouds in the most automated way possible without a lot of manual data intervention as is required today within its back- office CRP What should the steps in the business process look like when creating a multi-cloud Lead to Invoice solution in Salesforce if UC’s CRP will be the system of record for invoices?
* Lead, Opportunity, Quote, Order, Invoice, Payment, ERP
* Lead, Opportunity, Quote, Order, ERP
* Opportunity, Quote. Invoice, Payment, CRP
* Lead, Quote, Opportunity, Order, Invoice. ERP, Payment

NEW QUESTION 47

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?
* Archiving a territory model does not impact forecasts, quotas, and adjustments for all territories in the model.
* If the sales user has many territories assigned to them, it can impact the performance of the forecast.
* Important details should be tracked at the opportunity line level.
* Forecast category names can be customized by submitting a Salesforce Support case.
According to some online sources12, collaborative forecasting is a feature that allows sales teams to create accurate sales forecasts based on opportunity data and adjustments. Collaborative forecasting supports multiple forecast types, such as revenue, quantity, and custom fields.

If the sales user has many territories assigned to them, it can impact the performance of the forecast. This consideration is important because having too many territories can slow down the loading of the forecasts page and affect the user experience1.

https://help.salesforce.com/s/articleView?id=000199046&language=en_US&type=1

NEW QUESTION 48

Universal Containers (UC) recently completed its migration to Lightning Experience, with sales users automatically moving to Lightning. This initiative was a massive undertaking by UC, as it had a tremendous amount of legacy functionality migrated over to Lightning from Classic. The CIO would like to make sure that UC is able to track adoption of the migrated functionality over from Classic to Lightning and what specifically was migrated.

Which two proposals should a Solution Architect recommend?

Choose 2 answers
* Provide the CIO the ability to roll back all changes once they feel Lightning is not adequate for their needs.
* Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards.
* Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning.
* Align with the CIO around the fact that while the functionality has been migrated, the data created between Classic and Lightning will remain exactly the same.

The two proposals a Solution Architect should recommend to track adoption of migrated functionality from Classic to Lightning are:

1. Track Adoption Rates within the Lightning Usage, and monitor a change in metrics within existing reports and dashboards. C. Provide the CIO a list of the User Stories around the new functionality and the Gap Analysis done between Classic and Lightning.

Tracking adoption rates and success metrics is one of the best practices for driving Lightning Experience adoption, as it allows UC to measure how well users are using the migrated functionality and identify areas of improvement or feedback. According to 2, monitoring a change in metrics within existing reports and dashboards can also help UC evaluate the impact of Lightning Experience on their business performance and user satisfaction.

Providing a list of user stories around the new functionality can help UC communicate the benefits and value of Lightning Experience to their users and stakeholders, as well as align their expectations and goals with the migration project. According to 3, providing a gap analysis done between Classic and Lightning can also help UC understand what features or customizations are available or not available in Lightning Experience, as well as plan for any necessary changes or enhancements.

https://trailhead.salesforce.com/content/learn/modules/lex_migration_rollout/lex_migration_rollout_enabling

NEW QUESTION 49

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Based on the business requirements, which solution should the Solution Architect recommend?
* Implement a custom solution to track rebates, accruals, and actuals and expose the data in the Experience Cloud site.
* Implement Salesforce Service Contracts with line items to track rebate accruals and expose the data in the Experience Cloud site.
* Implement Salesforce Rebate Management Module and expose the data in the Experience Cloud site.
* Implement B2B Commerce on Lightning Experience to track rebates and expose the data in the Experience Cloud site.

Salesforce Certified B2B Solution Architect certification exam consists of 60 multiple-choice questions and takes approximately 105 minutes to complete. B2B-Solution-Architect exam covers a range of topics, including B2B solution design, data modeling and management, integration, security, and analytics. Candidates must achieve a passing score of 67% or higher to earn the certification.

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