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QUESTION 1

Universal Containers (UC) wants to enhance the online purchase experience for its customers. The product and pricing
information is managed in a separate ERP, while customer purchases are primarily triggered online through self-service.
UC often offers promotions and discounts through various online seasonal events. UC wants the ability to provide
customized quotes based on its relationship with the customer, as well as proactively process and monitor renewal and
upgrade opportunities.

A Solution Architect has identified Sales Cloud, CPQ, Billing, and B2B Commerce as part of a potential multi-cloud
solution.

Based on the above considerations, which option identifies the optimal data flow for this solution?

A. Pricing and Product data should be pushed from ERP to B2B Commerce via the CPQ B2B Commerce Connector to
CPQ. Promotions should be handled in B2B Commerce. Invoice and Billing should be maintained in Billing and surfaced
on B2B Commerce via a Lightning component.

B. Pricing and Product data should be pushed from ERP to CPQ and from there to B2B Commerce via the CPQ B2B
Commerce Connector. Promotions should be managed in CPQ as CPQ is the pricing master. Invoice and Billing should
be managed in B2B Commerce and pushed to Billing.

C. Pricing and Product data should be pushed from ERP to both CPQ and B2B Commerce, keeping single source of
truth. Promotions should be handled in B2B Commerce. Invoice and Billing should be maintained in Billing and pushed
to B2B Commerce.

D. Pricing and Product data should be pushed from ERP to CPQ and from there to B2B Commerce via the CPQ B2B
Commerce Connector. Promotions should be handled in B2B Commerce. Invoice and Billing should be maintained in
Billing and presented on B2B Commerce via a Lightning component.

Correct Answer: A

QUESTION 2

Universal Containers (UC) is implementing a Salesforce B2B multi-cloud project with large volumes of data and daily
transactions from multiple third-party systems via multiple integrations. UC is looking at transactions of more than 1
million records a week and, in higher seasons, 10 million records a week. UC has made the decision to get a full copy
sandbox to use to test all of its third-party integrations across its multiple clouds. UC has also invested in MuleSoft and
the Anypoint Platform as the single enterprise service bus for all of the third-party data going into Salesforce.

Which type of performance testing should a Solution Architect recommend for testing data at scale on this project?

A. Perform API load test against the full copy sandbox before go live.

B. Perform unit testing against the full copy sandbox codebase before go live in production.

C. Perform page load testing against production after go live.

D. Perform API load test against the partial copy sandbox before go live.

Correct Answer: A

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QUESTION 3

Universal Containers (UC) delivers packaging solutions to its customers based on volume schedule, which is part of a contract that UC is closing. Customers place orders against these contracts, and the orders are maintained in an ERP system outside of Salesforce.

Employees of UC want to track invoicing payment status on a monthly basis so that they can identify early when customer orders fall short of the contractual target.

Which two solution components should a Solution Architect recommend to meet this requirement?

Choose 2 answers

A. Opportunities and Opportunity Products from Sales Cloud

B. Product and Revenue Schedules from Sales Cloud

C. Invoicing payment status sync between Salesforce Billing and ERP

D. Orders and Order Products from Sales Cloud and a MuleSoft integration with the ERP

Correct Answer: AB

QUESTION 4

Northern Trail Outfitters (NTO) is in the middle of the buildout of Marketing Cloud Account Engagement and Sales Cloud. NTO has multiple business units, and each business unit has different access to lead and contact records. NTO wants to see how marketing data Sharing Rules are working across different business units to ensure that different business units can only see lead or contact records for their business unit.

What should a Solution Architect demo to the Marketing team to show that the different business units are connected correctly?

A. Create a report in 626 Marketing Analytics to show the different business units and the total leads and contacts in each business unit.

B. Send test emails from Marketing Cloud Account Engagement to the same list of leads and contacts to show each lead or contact receiving emails from the various business units.

C. It\\\'s not possible to have sandboxes with Marketing Cloud Account Engagement, and the Solution Architect will need to demo this with a Salesforce Sandbox fixed to a live Marketing Cloud Account Engagement environment.

D. Create a dynamic list m multiple business units with the same rules, and show the total leads and contacts m the list per business unit.

Correct Answer: A

QUESTION 5

Universal Containers (UC) u selling containers globally via distributors and is experiencing significant double-digit growth year-over-year. UC uses a centralized ERP system that holds the financial information of the distributors. The ERP system is siloed but offers connectivity via APIs. The account managers need to reference the financial information stored in the ERP while approving an order of a distributor inside Salesforce. The financial information of a distributor

may change ad-hoc during the day in the ERP system and account managers need the latest data in front of them. What should a Solution Architect recommend while designing an integrated, scalable solution to meet UC\\'s needs?

A. Use Change Data Capture to update the changes on the financial information inside Salesforce m near-real time.

B. Use the scheduled data loader to extract the financial information every night from the ERP and save it inside Salesforce.

C. Retrieve the financial information on-demand from the ERP via API and display the information as read-only using a lightning component.

D. Schedule a MuleSoft batch job to retrieve financial information from the ERP every night and store it inside Salesforce for quick access.

Correct Answer: C

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