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QUESTION 1

SharpField is a fast-growing company that provides SaaS for commercial service providers. SharpField has been acquiring other similar companies and plans to continue to do so for the near future.

After a recent acquisition of a company that also has a Salesforce org, the CIO wants to know the correct path forward on deciding whether to integrate the acquired companies into SharpField\'s existing landscape.

What should a Solution Architect recommend to the CIO to ensure the correct org strategy for SharpField going forward?

A. Recommend a single-org strategy and development of strict processes for all acquired companies to follow.

B. Prioritize migrating the newly acquired company to SharpField\'s Salesforce org first, then perform an org strategy analysis to assess the Business, Technology, Governance, and Operations requirements for any future acquisitions.

C. Prioritize completing an in-depth org strategy analysis, focused on the Business, Technology, Governance, and Operations requirements at SharpField.

D. Recommend a multi-org strategy and development of required integration layers to move the required shared data between instances of any and all acquired Salesforce instances.

Correct Answer: D

QUESTION 2

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?

A. Grant access to resellers and partners by providing Sales Cloud licenses and Service Cloud licenses.

B. Grant access to resellers and partners by providing Partner Community licenses.

C. Grant access to resellers and partners by providing Customer Community licenses.

D. Grant access to resellers and partners by providing Customer Community Plus licenses.

Correct Answer: B

QUESTION 3

3D Scanners needs to apply a discount automatically on the Quote Line for Distributors while in the Quote Line Editor. The percentage discount applied depends on attributes of the Distributor Account and that of the specific Product. Sales

users can add additional discounts; however, those will need to go through an approval process that allows for

resubmitting to only those that previously rejected the additional discount.

Which two options should a Solution Architect recommend to meet the requirements while keeping the user experience in mind?

Choose 2 answers

A. CPQ license

B. Flow

C. Price Rules

D. CPQ Plus license

Correct Answer: CD

QUESTION 4

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?

A. Place all training materials on the home page so users can find them easily.

B. Record hour-long pieces of training for each job role so users can review on their own time.

C. Break down training materials into quick reference guides for job-specific functions.

D. Ensure each team has a Salesforce champion that can provide one-on-one training.

Correct Answer: A

QUESTION 5

AC Computers is launching a new subscription bundle service and plans to primarily sell through direct sales and a website storefront for existing customers. Direct Sales needs the ability to configure complex deals and manage subscription.

Existing customers need the ability to initialize a request for additional products and services from the storefront and seamlessly send the request directly to Sales to finalize the quote.

Which three recommendations should a Solution Architect make to meet these business requirements?

Choose 3 answers

A. Salesforce CPQ

B. Salesforce Order Management

C. Salesforce Billing

D. B2B Commerce

E. CPQ B2B Commerce Connector

Correct Answer: ADE