

Salesforce Certified B2B Solution Architect Training

COURSE CONTENT

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About Multisoft

Train yourself with the best and develop valuable in-demand skills with Multisoft Systems. A leading certification training provider, Multisoft collaborates with top technologies to bring world-class one-on-one and certification trainings. With the goal to empower professionals and business across the globe, we offer more than 1500 training courses, which are delivered by Multisoft's global subject matter experts. We offer tailored corporate training; project Based Training, comprehensive learning solution with lifetime e-learning access, after training support and globally recognized training certificates.

About Course

The Salesforce B2B Solution Architect Training by Multisoft Systems is a comprehensive program designed to equip professionals with the essential skills needed to excel in designing, implementing, and optimizing Salesforce solutions for B2B environments. This course focuses on advanced concepts, including architecture best practices, integrated systems, and streamlined workflows tailored specifically for business-to-business scenarios.

Module 1: Discovery and Customer Success

- ✓ Given a scenario in which a customer wants a B2B multi-cloud solution, document and articulate the business needs, value, and vision of the customer to support their desired business outcomes.
- ✓ Given the identified business needs, vision, and current customer landscape, define the future blueprint architecture of a B2B multi-cloud Salesforce solution in order to define the product roadmap.
- ✓ Given that a future blueprint architecture has been agreed upon, define the incremental steps necessary to reach the recommended future end state that supports business outcomes.

Module 2: Data Governance and Integration

- ✓ Given a complex data architecture, define the data flows across systems, the methods and techniques to connect systems, and the relationship each system has to the data it contains.
- ✓ Given the current architecture, define the strategy to migrate data, and synchronize data across systems to support a multi-cloud B2B solution.
- ✓ Given existing customer personas and the defined business requirements, design and map a sharing and visibility model for a B2B multi-cloud Salesforce solution.
- ✓ Given customer expectations around data volumes, provide governance to satisfy business requirements.

Module 3: Design

- ✓ Given information gathered during discovery, define the functional and technical solution, in line with Salesforce standards, keeping the business value and objectives in mind.
- ✓ Given a set of business requirements, recommend an appropriate Salesforce multi-cloud or AppExchange solution.

- ✓ Given a scenario, identify design options and their associated risks, assess their level of criticality, and recommend the solution that most accurately meets the specified functional and nonfunctional requirements.
- ✓ Given a scenario in which the design document is being shared, facilitate final acceptance from stakeholders by ensuring any concerns raised are adequately addressed.
- ✓ Given a defined future state B2B multi-cloud solution architecture alongside business requirements, choose the preferred method for integrating data across different clouds.

Module 4: Delivery

- ✓ When planning a B2B multi-cloud set of orgs and environments, define appropriate strategies that balance resources and effort to deliver an effective and efficient delivery method.
- ✓ When planning the steps involved in delivering a customer's business outcomes, ensure that there is a clear understanding of business requirements through to the delivered configuration.
- ✓ Given a scenario in which the designed solution is being implemented, provide the appropriate display of the capabilities of that solution to stakeholders (demos) that demonstrate continued alignment with the desired business outcomes and priorities.

Module 5: Operationalize the Solution

- ✓ Given that a solution has been implemented, ensure that stakeholders are appropriately enabled to manage the solution moving forward (for example, updating documentation, center of excellence, training).
- ✓ Given a scenario in which a B2B multi-cloud solution has been implemented, determine how to further improve the solution to ensure business benefits are continuously realized.

- ✓ Determine how to facilitate adoption in order for the business to benefit from a B2B multi-cloud solution.