

BA-201최신인증시험인기시험기출문제자료

[제1작업] 표 서식 작성 및 값 계산 (240점)

다음은 '커피 아지트 체인점 관리현황'에 대한 자료이다. 자료를 입력하고 조건에 맞도록 작업하시오.
 <출력형태>

관리번호	체인점명	지역	오픈일자	매장규모 (명)	등록고객수	전년매출 (단위:만원)	등급	순위
F2453	충남점	광주	2024-03-10	53	1,256	82,500	(B)	(2)
F1751	서울점	서울	2023-01-20	51	1,895	110,000	(A)	(2)
F3642	충청점	대전	2022-11-20	42	1,227	60,000	(B)	(2)
F2373	충남점	광주	2022-12-20	73	997	87,600	(B)	(2)
F1451	충청점	서울	2022-05-20	51	2,651	125,300	(A)	(2)
F3062	충청점	대전	2023-09-10	62	1,277	96,300	(B)	(2)
F1261	충남점	서울	2022-10-10	61	1,689	103,000	(B)	(2)
F3153	충남점	대전	2024-02-10	53	784	78,500	(B)	(2)
광주지역의 등록고객수 평균				(3)		최대 전년매출(단위:만원)	(5)	
대전지역의 체인점 개수				(4)		체인점명	충남점	오픈일자

<조건>

- 모든 데이터의 서식은 글꼴(궁림, 11pt), 정렬은 숫자 및 화제 서식은 오른쪽 정렬, 나머지 서식은 가운데 정렬로 작성하며 예외적인 것은 <출력형태>를 참조하시오.
- 색 - 색 => 도형(십자형)과 그림자(오프셋 오른쪽)를 이용하여 작성하고 "커피 아지트 체인점 관리현황"을 입력한 후 다음 서식을 적용하시오. (글꼴-궁림, 24pt, 색상, 굵게, 채우기-노랑).
- 영역의 셀에 결재안을 작성하여 그림으로 복사 기능을 이용하여 붙이기 하시오(단, 원본 삭제).
- "B4:I4, G14, I14" 영역은 "주황"으로 채우기 하시오.
- 유효성 검사를 이용하여 "H14"셀에 체인점명("C5:C12" 영역)이 선택 표시되도록 하시오.
- 셀 서식 => "G5:G12" 영역에 셀 서식을 이용하여 숫자 뒤에 "명"을 표시하시오(예 : 1,895명).
- "D5:D12" 영역에 대해 "지역"으로 이름정의를 하시오.

※ (1)-(6) 셀은 반드시 **주어진 함수를 이용하여** 값을 구하시오(결과값을 직접 입력하면 해당 셀은 0점 처리됨).

- 등급 => 관리번호의 마지막 글자가 1이면 "골드", 2이면 "실버", 3이면 "일반"으로 표시하시오 (CHOOSE, RIGHT 함수).
- 순위 => 등록고객수의 내림차순 순위를 구하시오(RANK.EQ 함수).
- 광주지역의 등록고객수 평균 => 반올림하여 배와 같이 구하시오. 단, 조건은 입력데이터를 이용하시오. (ROUND, DAVERAGE 함수)(예 : 265 -> 270).
- 대전지역의 체인점 개수 => 정의된 이름(지역)을 이용하여 구한 결과값에 "개"를 붙이시오. (COUNTIF 함수, & 연산자)(예 : 1개).
- 최대 전년매출(단위:만원) => (MAX 함수)
- 오픈일자 => "H14"셀에서 선택한 체인점명에 대한 오픈일자를 구하시오(VLOOKUP 함수)(예 : 2025-01-01).
- 조건부 서식의 수식을 이용하여 등록고객수가 '1,000' 이하면 행 전체에 다음의 서식을 적용하시오. (글꼴 : 파랑, 굵게).

BONUS!!! KoreaDumps BA-201 시험 문제집 전체 버전을 무료로 다운로드하세요: https://drive.google.com/open?id=1fYanK2TSW6-3G9tkud9S_LLOtEsN2Rc

KoreaDumps의 연구팀에서는Salesforce BA-201인증덤프만 위하여 지금까지 노력해왔고 KoreaDumps 학습가이드 Salesforce BA-201덤프로 시험이 어렵지 않았습니디다. KoreaDumps는 100%한번에Salesforce BA-201이장시험을 패스할 것을 보장하며 우리가 제공하는 문제와 답을 시험에서 백프로 나올 것입니다.여러분이Salesforce BA-201시험에 응시하여 우리의 도움을 받는다면 KoreaDumps에서는 꼭 완벽한 자료를 드릴 것을 약속합니다. 또한 일년무로 업데이트서비스를 제공합니다.즉 문제와 답이 갱신이 되었을 경우 우리는 여러분들한테 최신버전의 문제와 답을 다시 보내드립니다.

어떻게Salesforce인증BA-201시험을 패스하느냐 에는 여러 가지 방법이 있습니다. 하지만 여러분의 선택에 따라 보장도 또한 틀립니다. 우리KoreaDumps 에서는 아주 완벽한 학습가이드를 제공하며,Salesforce인증BA-201시험은 아주 간편하게 패스하실 수 있습니다. KoreaDumps에서 제공되는 문제와 답은 모두 실제Salesforce인증BA-201시험에서나 오는 문제들입니다. 일종의 기출문제입니다.때문에 우리KoreaDumps덤프의 보장 도와 정확도는 안심하셔도 좋습니다.무조건Salesforce인증BA-201시험을 통과하게 만듭니다.우리KoreaDumps또한 끈임 없는 덤프갱신으로 페펙트한Salesforce인증BA-201시험자료를 여러분들한테 선사하겠습니다.

>> BA-201최신 인증시험 <<

Salesforce BA-201퍼펙트 최신 덤프공부자료 - BA-201최신 시험 공부자료

Salesforce인증 BA-201시험은 IT인증자격증중 가장 인기있는 자격증을 취득하는 필수시험 과목입니다. Salesforce인증 BA-201시험을 패스해야만 자격증 취득이 가능합니다. KoreaDumps의Salesforce인증 BA-201는 최신 시험문제 커버율이 높아 시험패스가 아주 간단합니다. Salesforce인증 BA-201덤프만 공부하시면 아무런 우려없이 시험 보셔도 됩니다. 시험합격하면 좋은 소식 전해주세요.

최신 Salesforce Business Analyst BA-201 무료샘플문제 (Q199-Q204):

질문 # 199

Universal Containers is setting up a Salesforce email integration for the sales team. Through discovery conversations, the business analyst (BA) learns the operations team also needs email integration in the near future. What should the BA do next?

- A. Include the operations team during discovery.
- B. Start project work for the operations team.
- C. Proceed with the sales team's project as planned.

정답: A

설명:

When a business analyst learns that another team also needs email integration in the near future, they should include that team during discovery. This is because including all relevant stakeholders early in the project can help to identify common needs, avoid duplication of work, leverage synergies, and deliver value faster. The business analyst should invite the operations team to participate in discovery activities such as interviews, surveys, workshops, observations, etc., and capture their requirements, expectations, and feedback. The business analyst should also communicate the project scope, timeline, and risks to both teams and manage any changes or issues that may arise. References: <https://trailhead.salesforce.com/content/learn/modules/salesforce-business-analyst-certification-prep/customer-discovery>

질문 # 200

Universal Containers is working to improve Salesforce adoption. Customer reps are utilizing many Salesforce features in the org, but sales reps are still relying on their personal spreadsheets. What should the business analyst do to better understand the sales reps process in order increase Salesforce adoption?

- A. Run reports based on usage to see where the sales reps are spending the majority of their time in Salesforce.
- B. Arrange for the sales reps to collaborate with customer service reps to learn service reps interact with Salesforce.
- C. Host Focus group, conduct surveys, and shadow the sales reps to observe the tools they use and how they use them.

정답: C

설명:

The best practice for understanding the sales reps process in order to increase Salesforce adoption is to host focus groups, conduct surveys, and shadow the sales reps to observe the tools they use and how they use them. These methods help to elicit feedback and insights from the sales reps, understand their pain points and needs, identify the gaps and opportunities in their current process, and demonstrate the value and benefits of using Salesforce. The other options are either insufficient or irrelevant. Option B does not capture the sales reps' perspectives or preferences, and may not reflect their actual usage of Salesforce. Option C does not address the sales reps' process or challenges, and may not be applicable or effective for them. References: <https://trailhead.salesforce.com/en/content/learn/modules/business-analysis-discovery/plan-and-facilitate-discovery-sessions>

질문 # 201

Northern Trail Outfitters (NTO) plans to significantly grow its workforce and wants to increase the overall security of its Sales Cloud instance. NTO has previously implemented a complex security solution with organization wide defaults, criteria-based sharing rules, and dozens of user profiles. NTO has asked a business analyst (OA) for recommendations on how to proceed. Which aspect of a potential solution is most important for a BA to consider?

- A. Scalability
- B. System downtime
- C. User adoption

정답: A

설명:

This answer considers scalability as the most important aspect of a potential solution for NTO's security challenge. Scalability refers to the ability of a system to handle increased workload or demand without compromising performance or functionality. Since NTO plans to significantly grow its workforce, it needs a security solution that can accommodate more users, data, and features without compromising security or efficiency. References: https://trailhead.salesforce.com/en/content/learn/modules/security_basics/security_basics_intro

질문 # 202

Cloud Kicks has decided to implement a case management process through Service Cloud. A business analyst (BA) has been tasked with writing requirements for this new feature.

Which process should the BA follow to draft and finalize the requirements?

- A. 1. Review information from the discovery. 2. Ask clarifying questions. 3. Draft requirements. 4. Refine and confirm requirements. 5. Prioritize which requirements will be included in the minimum viable product.
- B. 1. Review information from the discovery. 2. Ask clarifying questions. 3. Draft requirements. 4. Share requirements with the technical so they can begin building. 5. Create user acceptance criteria and test cases.
- C. 1. Review information from the discovery. 2. Draft requirements. 3. Ask clarifying questions. 4. Draft user stories. 5. Share user stories with the technical team so they can begin building.

정답: A

설명:

This answer states that following these steps is the process that the BA should follow to draft and finalize the requirements for implementing a new Service Cloud feature for Cloud Kicks. Reviewing information from the discovery means that the BA revisits the information or data that was collected during the discovery phase, such as business goals, stakeholder needs, pain points, opportunities, etc. Asking clarifying questions means that the BA seeks to understand and verify the information or data that was collected, and to resolve any ambiguities or conflicts among them. Drafting requirements means that the BA writes down the statements that describe what the solution must do or have to meet the business goals and stakeholder needs. Refining and confirming requirements means that the BA revises and validates the requirements with the stakeholders, and ensures that they are clear, concise, consistent, and complete. Prioritizing which requirements will be included in the minimum viable product means that the BA determines which requirements are essential or desirable for delivering a solution that provides value to the stakeholders, and which requirements can be deferred or excluded from the scope. References:

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst-quick-look/use-user-stories-to-capture-requirements>

질문 # 203

A business analyst (BA) is preparing for user acceptance testing for case management scenarios in Service Cloud.

What should the BA do to help prevent gaps from being discovered after go live?

- A. Write test scripts that reflect real life and cover the requirements.
- B. Focus more on happy path testing and less on edge case testing.
- C. Streamline testing by limiting the number of testers involved.

정답: A

설명:

The business analyst should write test scripts that reflect real life and cover the requirements to help prevent gaps from being discovered after go live. Test scripts are step-by-step instructions on how to execute a test scenario on a specific user or level of access using expected inputs and outputs. Test scripts should reflect real life situations that users may encounter when using the solution in production, such as creating cases, updating records, generating reports, etc. Test scripts should also cover all the requirements that were defined for the project or enhancement, as well as any exceptions or variations that may occur. Writing test scripts that reflect real life and cover the requirements can help ensure that the solution works as intended and meets stakeholder needs. References: <https://trailhead.salesforce.com/content/learn/modules/user-acceptance-testing-video/create-test-scripts>

질문 # 204

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