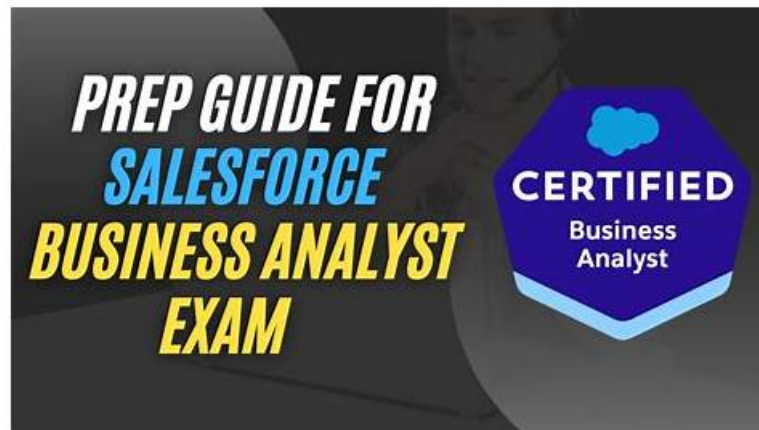# 100% Pass 2026 BA-201: Salesforce Certified Business Analyst Authoritative Exam Tips

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Salesforce Certified Business Analyst Sample Questions (Q46-Q51):

NEW QUESTION # 46
Universal Containers is transitioning to Slack as its internal communication tool and is ready to release.
What is the final step that a business analyst should perform during the user acceptance testing process that would ensure a "go" decision?

- A. Conduct a final retrospective meeting with the project team.
- B. Get written sign-off from all business stakeholders.
- C. Complete development on bugs discovered during this phase.

Answer: B

Explanation:
The final step that a business analyst should perform during the user acceptance testing process that would ensure a "go" decision is to get written sign-off from all business stakeholders. Written sign-off means obtaining formal approval or confirmation from the business stakeholders that the system or solution meets their requirements or expectations and is ready to be released to production.

Written sign-off helps to ensure a
"go" decision by demonstrating that the system or solution has passed all the tests or validations, as well as resolving any issues or risks that may prevent the release. Written sign-off also helps to document and communicate the completion and acceptance of the user acceptance testing process. References:
https://trailhead.salesforce.com/content/learn/modules/user-acceptance-testing-video/learn-about-user- acceptance-testing

NEW QUESTION # 47
A business analyst has been tasked with leading prototype efforts for a Salesforce project.
What is a prototype?

- **A. A first pass, simple sketch of an idea**
- B. A polished, proven solution
- C. A model of a final proposed product

Answer: A

NEW QUESTION # 48
The business analyst (BA) at Cloud Kicks has been asked to map the current sales process in Sales Cloud to document legal compliance with local privacy regulations, which can differ based on the state or country of a data transaction.
Which activity would be most effective in helping the BA understand the sales process?

- A. Asking stakeholders to complete a questionnaire
- **B. Using live workshops to map out the sales process**
- C. Conducting individual interviews with stakeholders

Answer: B

Explanation:
This answer suggests using live workshops to map out the sales process as the most effective activity for the BA to understand the sales process at CK. A live workshop is a collaborative session where the BA facilitates a group discussion with stakeholders or users to elicit information, generate ideas, or solve problems. A live workshop can help the BA map out the sales process by engaging participants in creating a visual representation of the process, identifying pain points and opportunities, and reaching a consensus on the current state. References: https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business- analyst-quick-look/use-live-workshops-to-collaborate

NEW QUESTION # 49
Which Information should the BA gather during the initial discovery meeting?

- **A. Limitations of the current support process**
- B. Employee review cycle for the support team
- C. A Contact information for key stakeholders

Answer: A

Explanation:
The information that the business analyst should gather during the initial discovery meeting is the limitations of the current support process. The initial discovery meeting is a meeting where the business analyst meets with the key stakeholders and sponsors of a project to understand their needs, expectations, goals, challenges, and pain points. The business analyst should gather information about the limitations of the current support process to identify the gaps, issues, or opportunities for improvement that the project aims to address. The business analyst should also gather information about the scope, budget, timeline, deliverables, roles and responsibilities, and success criteria for the project. The employee review cycle for the support team is not information that the business analyst should gather during the initial discovery meeting. The employee review cycle is a process that evaluates the performance and development of employees on a regular basis. It is not relevant to the project scope or objectives and does not help identify the limitations of the current support process. The contact information for key stakeholders is not information that the business analyst should gather during the initial discovery meeting. The contact information for key stakeholders is a detail that can be obtained before or after the meeting, but it does not help understand the needs or expectations of the stakeholders or the limitations of the current support process. References: https://trailhead.salesforce.com/en
/content/learn/modules/business-analyst_skills-strategies/explore-techniques-information-discovery

NEW QUESTION # 50

The development team at Universal Containers is reviewing several stories to be added to the current sprint.

The team is having trouble with a particular story about an Opportunity email alert and is unsure about which type of testing is needed.

What should the business analyst review and revise to provide more clarity to the team?

- A. Acceptance criteria
- B. User persona
- C. Definition of done

Answer: A

Explanation:

The document that the BA should review and revise to provide more clarity to the team is acceptance criteria.

Acceptance criteria are statements that define what conditions or requirements must be met for a user story or sprint to be accepted by the user or stakeholder. Acceptance criteria help to clarify the scope, functionality, and quality of the user story or sprint, provide a basis for testing and validating the work done, and ensure that it meets the user's needs and expectations. By reviewing and revising acceptance criteria for the user story about an Opportunity email alert, the BA can provide more clarity to the team about what type of testing is needed. References: https://trailhead.salesforce.com/en/content/learn/modules

NEW QUESTION # 51

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