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Salesforce Certified Business Analyst Sample Questions (Q295-Q300):

NEW QUESTION # 295

A business analyst (BA) uncovered a number of issues communicated by stakeholders in a Sales Cloud discovery session. Which issue should concern the BA most?

- A. The previous implementation partner neglected to do a knowledge transfer of the final solution.
- **B. The system admins note a fair amount of technical debt without having the time or expertise to address it.**
- C. The support organization still needs to be trained on how to use Sales Cloud.

Answer: B

Explanation:

The issue that should concern the business analyst most is that the system admins note a fair amount of technical debt without having the time or expertise to address it. Technical debt is the accumulated cost or consequence of suboptimal design, development, or maintenance decisions on a software system. Technical debt can negatively affect the performance, security, usability, and maintainability of a software system, as well as increase the complexity and risk of future changes or enhancements. Technical debt can also reduce user satisfaction and adoption, as well as business value and return on investment. Therefore, the business analyst should be concerned about the technical debt in the Sales Cloud implementation and work with the system admins and other stakeholders to identify, prioritize, and resolve it. References: [https://trailhead.](https://trailhead.salesforce.com/content/learn/modules/salesforce-business-analyst-certification-prep/project-initiation)

[salesforce.com/content/learn/modules/salesforce-business-analyst-certification-prep/project-initiation](https://trailhead.salesforce.com/content/learn/modules/salesforce-business-analyst-certification-prep/project-initiation)

NEW QUESTION # 296

Cloud Kicks (CK) wants its sales team to use Sales Cloud to decrease its lead conversion time. The business analyst (BA) will analyze and break down CK's typical sales cycle.

How can process mapping help the BA get started on this project?

- A. It can model changes in the current customer experience, analyze each change's potential for impact, and help visualize potential improvements in the sales cycle in advance of the solution design.
- B. It can display complex ideas in a consistent format, highlight blockers and impediments to help stakeholders quickly assess issues in the sales cycle, and see the project timeline at a glance.
- **C. It can show the relationship between the steps and actions in the sales cycle to communicate and understand the current state, and to identify areas for improvement.**

Answer: C

Explanation:

This answer describes how process mapping can help the BA get started on this project of analyzing and breaking down CK's typical sales cycle. Process mapping is a technique that involves creating a visual representation of a business process, showing its inputs, outputs, steps, actions, decisions, roles, and dependencies. Process mapping can help the BA communicate and understand how a process works in its current state, and identify areas for improvement or optimization. References:

<https://trailhead.salesforce.com>

[/en/content/learn/modules/salesforce-business-analyst-quick-look/use-process-mapping-to-understand-your-business](https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst-quick-look/use-process-mapping-to-understand-your-business)

NEW QUESTION # 297

Which Salesforce standard license can be given to someone who needs access only to identity services, such as single sign-on (SSO)?

- A. SSO License
- B. Lightning Platform
- **C. Identity Only**
- D. Salesforce License

Answer: C

Explanation:

Identity Only is the Salesforce standard license that can be given to someone who needs access only to identity services, such as single

sign-on (SSO). Lightning Platform, SSO License, and Salesforce License are not valid standard licenses in Salesforce. References: https://help.salesforce.com/s/articleView?id=sf.users_license_types_available.htm&type=5

NEW QUESTION # 298

In which of the following app markets CANT the Salesforce App be found?

- A. AppExchange
- B. Google Play
- C. App Store

Answer: A

Explanation:

The Salesforce App cannot be found in the AppExchange market. The AppExchange is a marketplace for Salesforce apps, components, and consulting services, but it does not host the official Salesforce app itself.

The Salesforce App can be found in Google Play and App Store markets for Android and iOS devices respectively. References: https://help.salesforce.com/s/articleView?id=sf.appexchange_overview.htm&type=5

NEW QUESTION # 299

In what phase of the four application lifecycle milestones does this action belong? Communicate Changes, Update Profiles and Communicate end of Changes.

- A. Test
- B. Build
- C. Deploy
- D. Plan

Answer: C

Explanation:

Communicate Changes, Update Profiles and Communicate end of Changes are actions that belong to the Deploy phase of the four application lifecycle milestones. The Deploy phase involves moving changes from one environment to another and ensuring proper communication with stakeholders and end users. The Build phase involves creating solutions using declarative or programmatic tools based on requirements and design specifications. The Test phase involves verifying functionality, performance, security, and usability of solutions using various testing methods and tools. The Plan phase involves defining project scope, objectives, deliverables, resources, timeline, and risks. References: <https://trailhead.salesforce.com/content/learn/modules/application-lifecycle-and-development-models/understand-the-application-lifecycle> <https://trailhead.salesforce.com/content/learn/modules/application-lifecycle-and-development-models/choose-a-development-model>

NEW QUESTION # 300

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