

BA-201 Prüfungsaufgaben - BA-201 Examsfragen

Hypothesis Test about a Population Mean		Units	
Sample Size	25	Mean	37.4
Sample Mean	37.4	Standard E	2.357965
Sample Standard Deviation	11.79	Median	34
Hypothesized Value	40	Mode	45
Standard Error	2.358	Standard I	11.78983
Test Statistic <i>t</i>	-1.103	Sample Va	139
Degrees of Freedom	24	Kurtosis	-1.27721
<i>p</i> -value (Lower Tail)	0.1406	Skewness	0.110136
<i>p</i> -value (Upper Tail)	0.8594	Range	38
<i>p</i> -value (Two Tail)	0.2811	Minimum	21
		Maximum	59
		Sum	935
		Count	25
		Confidenc	4.866601

P.S. Kostenlose 2026 Salesforce BA-201 Prüfungsfragen sind auf Google Drive freigegeben von Zertpruefung verfügbar:
<https://drive.google.com/open?id=1KXt6WOWtstGnTb4rHUaPIUEo9NdIK-dO>

Die Produkte von Zertpruefung wird Ihnen nicht nur helfen, die Salesforce BA-201 Zertifizierungsprüfung erfolgreich zu bestehen, sondern auch Ihnen einen einjährigen kostenlosen Update-Service bieten. Wir werden den Kunden die neuesten von uns entwickelten Produkte in der ersten Zeit liefern, so dass Sie sich gut auf die Salesforce BA-201 Prüfung vorbereiten können. Falls Sie in der Salesforce BA-201 Prüfung durchfallen, zahlen wir Ihnen dann die gesammte Summe zurück.

Bitte glauben Sie, dass wir Zertpruefung Team sehnen sich nach dem Bestehen der Salesforce BA-201 Prüfung genauso wie Sie. Vielleicht sorgen Sie jetzt um die Prüfungsvorbereitung. Wir helfen Ihnen, die Konfidenz zu erwerben. Durch die kontinuierliche Verbesserung unseres Teams können wir mit Stolz Ihnen mitteilen, dass die Salesforce BA-201 Prüfungsunterlagen von uns Ihnen Überraschung mitbringen können. Sie können zuerst unsere Demo kostenfrei herunterladen und schauen, welche Version der Salesforce BA-201 Prüfungsunterlagen für Sie am passendsten ist. Danach können Sie Ihre verstärkte IT-Fähigkeit und die Freude der Erwerbung der Salesforce BA-201 Zertifizierung erlangen!

>> BA-201 Prüfungsaufgaben <<

Das neueste BA-201, nützliche und praktische BA-201 pass4sure Trainingsmaterial

Zertpruefung aktualisiert ständig die Prüfungsfragen und Antworten. Das bedeutet, dass Sie jederzeit die neuesten Schulungsmaterialien zur BA-201 Prüfung bekommen können. Solange das Prüfungsziel geändert wird, ändern wir unsere Lernmaterialien entsprechend. Unser Zertpruefung kennt die Bedürfnisse aller Kandidaten und hilft Ihnen mit dem günstigen Preis und guter Qualität, die BA-201 Prüfung zu bestehen und das Zertifikat zu bekommen.

Salesforce Certified Business Analyst BA-201 Prüfungsfragen mit Lösungen (Q76-Q81):

76. Frage

During the discovery phase of a Sales Cloud project at Cloud Kicks, the business analyst (BA) gathers information about the current sales process to uncover potential areas of improvement. The VP of sales has been collecting data from their sales team but is unsure which numbers are truly relevant indicators of the team's success.

Which benchmark should the BA recommend as an effective way to measure the team's success?

- A. Number of outbound calls per hour
- B. First contact resolution rate
- C. Average revenue per account

Antwort: C

Begründung:

According to the Salesforce Business Analyst Study Guide (v1.2, p. 82):

"When defining success metrics for a Sales Cloud rollout, Business Analysts should distinguish between activity metrics (which measure what reps do) and outcome metrics (which measure business results). Activity metrics-such as number of calls or emails-help track adoption of new processes, but they do not directly tie to revenue goals. Outcome metrics-such as average revenue per account or win rate-directly reflect the health of the pipeline and the profitability of the sales organization." Additionally, the Salesforce Sales Cloud Implementation Guide (Summer '24, p. 45) states:

"Average Revenue Per Account (ARPA) is a key benchmark for sales teams because it normalizes revenue performance across accounts of varying sizes and sales cycles. Tracking ARPA over time enables stakeholders to see whether new strategies are driving higher-value deals and to pinpoint which segments or products are most profitable."

* Option A measures activity volume but doesn't tie directly to revenue outcomes.

* Option B is a service/support metric, not a sales performance indicator.

* Option C is an outcome metric that directly correlates with business goals by showing deal value trends.

References:

Salesforce Business Analyst Study Guide, v1.2, Section "Metrics for Sales Cloud," p. 82 Salesforce Sales Cloud Implementation Guide, Summer '24 Release, Chapter 3 "Sales Performance Metrics," p. 45

77. Frage

A business analyst is gathering requirements for an automation that triggers tasks when an opportunity status changes. The requirement is that the system must alert the finance team when an opportunity is won.

What is an example of a well-written user story in this scenario?

- A. As the system, it need to alert the finance team when an opportunity is won so they can set up a billing account and update the account number.
- B. As an opportunity is won, task must be created for the finance team to set up a billing account and update the account the account number.
- C. As a finance team member, I need to know when an opportunity is won that I can set up a billing account and update the account number.

Antwort: C

Begründung:

This user story follows best practices in user story writing by addressing the "Who, What, and Why":

Clear Perspective: The story is written from the perspective of the finance team member, ensuring the user's role and need are well-defined.

Action and Value: The "what" (setting up a billing account) and "why" (to support the opportunity won) are included, ensuring clarity and alignment with business goals.

Salesforce Guidance: Salesforce recommends framing user stories to reflect specific user needs, making the story actionable and valuable for the development team.

78. Frage

A business analyst (BA) is working with the support team at Cloud Kicks (CK) on a Service Cloud implementation. The BA has decided to create a process map to understand CK's current merchandise return process.

What are the top three benefits of creating a process map?

- A. Identifies improvements, decreases project costs, and starts the change process
- B. Engages stakeholders, identifies improvements, and starts the change process
- C. Builds accountability, increases revenue, and decreases overall time spent on requirements

Antwort: B

Begründung:

A process map is a visual representation of a business process that helps to engage stakeholders, identify improvements, and start the change process. By creating a process map, the business analyst can understand the current state of the process, identify pain points and opportunities for improvement, and communicate the findings and recommendations to the stakeholders. A process map also helps to initiate the change process by providing a baseline for measuring the impact of the proposed solutions. References: <https://trailhead>.

79. Frage

Sales leadership at Cloud Kicks (CK) is concerned about the limited adoption of Salesforce at the company. CK's Salesforce implementation includes many custom pages. Multiple users have complained about waiting a long time for key functionality to display.

What is the recommended way for a business analyst to understand the opportunities for improvement?

- **A. Monitor the Lightning Usage App.**
- B. Enable Debug Logs.
- C. Run the Lightning page layout.

Antwort: A

Begründung:

The Lightning Usage App provides insights into user behavior and performance issues:

Identifying Bottlenecks: It highlights slow-loading pages and underused custom components, helping identify the root cause of user frustration.

Improving Adoption: Insights from the Lightning Usage App inform optimization efforts, ensuring key functionalities are accessible and user-friendly.

Salesforce Guidance: Salesforce recommends using this tool for performance and adoption monitoring, offering actionable data for system improvements.

By addressing these issues through data-driven analysis, the BA can propose meaningful optimizations to improve adoption and usability.

80. Frage

Universal Containers is integrating its enterprise resource planning (ERP) with Salesforce to gain inventory visibility for the sales team. One of the user stories for this project is: "As a sales rep, I want to be able to find containers close to my customer so I can tell them which products they can receive quickly- Which acceptance criteria is most appropriate for this story?"

- A. As a sales rep, I see the Inventory closest to a customer.
- **B. Sales rep can see the inventory closest to a customer with a quick action.**
- C. Sales rep can see the inventory closest to a customer

Antwort: B

Begründung:

The acceptance criteria that is most appropriate for this user story is sales rep can see the inventory closest to a customer with a quick action. Acceptance criteria are specific conditions or requirements that must be met for a user story to be considered done or acceptable. Acceptance criteria should be clear, concise, testable, and measurable. Sales rep can see the inventory closest to a customer with a quick action is an appropriate acceptance criterion because it specifies what functionality or feature must be delivered (see the inventory closest to a customer), how it must be delivered (with a quick action), and who must be able to use it (sales rep). As a sales rep, I see the inventory closest to a customer is not an appropriate acceptance criterion because it does not specify how the functionality or feature must be delivered or accessed by the user. It is also redundant with the user story format of "as a [role], I want [what], so that [why]". Sales rep can see the inventory closest to a customer is not an appropriate acceptance criterion because it does not specify how the functionality or feature must be delivered or accessed by the user. It is also vague and incomplete as it does not indicate what constitutes "closest" or how it is measured. References: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst-certification-prep/user-stories>

81. Frage

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Wenn Sie Zertprüfung wählen, können Sie 100% die Prüfung bestehen. Nach den Veränderungen der Prüfungsthemen der Salesforce BA-201 aktualisieren wir auch ständig unsere Schulungsunterlagen und bieten neue Prüfungsinhalte. Zertprüfung bietet Ihnen rund um die Uhr kostenlosen Online-Service. Falls Sie in der Salesforce BA-201 Zertifizierungsprüfung durchfallen, zahlen wir Ihnen die gesamte Summe zurück.

BA-201 Examsfragen: https://www.zertpruefung.de/BA-201_exam.html

