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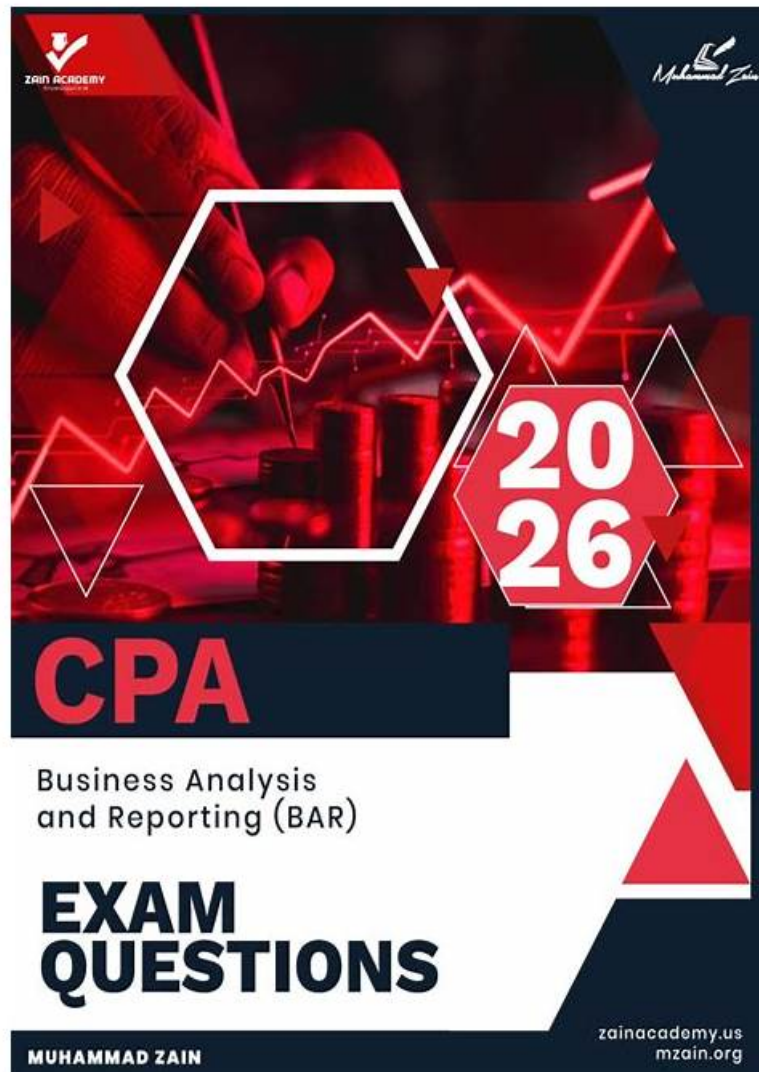
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To prepare for the Salesforce Certified Business Analyst exam, candidates should have a solid understanding of Salesforce fundamentals, such as data modeling, security, and automation. Additionally, candidates should have experience in analyzing business processes and requirements, designing solutions, and implementing changes in Salesforce.

Salesforce Certified Business Analyst Exam Sample Questions (Q284-Q289):

NEW QUESTION # 284
A business analyst (BA) at Cloud Kicks is preparing for a user acceptance testing (UAT) session to release a record-triggered flow that notifies account and opportunity owners once a quote has been accepted.
What should the BA do during UAT to ensure the solution meets the requirements?

- A. Work with the solution architect to perform unit testing in a sandbox.
- B. Work with the quality assurance (QA) team to perform UAT in a sandbox.
- C. Work with subject matter experts to perform UAT in a sandbox.

Answer: C

Explanation:
This answer states that working with subject matter experts to perform UAT in a sandbox is what the BA should do during UAT to ensure that a record-triggered flow that notifies account and opportunity owners once a quote has been accepted meets the requirements for Cloud Kicks. Subject matter experts are people who have specialized knowledge or skills in a specific domain or area, such as sales, service, marketing, or accounting. Working with subject matter experts can help the BA to test and validate that the record-triggered flow works as expected and meets their needs and expectations. A sandbox is a copy of a Salesforce org that is used for development, testing, or training purposes. Performing UAT in a sandbox can help the BA to test and validate the record-triggered flow in a safe and isolated environment, without affecting the production org or data. References: https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst- quick-look/use-stakeholder-engagement-skills

NEW QUESTION # 285
Cloud Kicks (CK) needs to integrate the industry standard due-diligence in its sales process to verify customers in Sales Cloud. CK asks the business analyst (BA) to identify which stage in the sales process the industry standard due-diligence should be embedded. What should the BA do to meet the requirement?

- A. Develop a process map as a base, work with stakeholders to understand the trigger point, and locate the stage.
- B. Identify the triggers, locate the stage, and add the standard due-diligence as a subprocess.
- C. Locate the stage, add the standard due-diligence as a subprocess, and set the trigger point.

Answer: A

Explanation:
The best practice for identifying which stage in the sales process the industry standard due-diligence should be embedded is to develop a process map as a base, work with stakeholders to understand the trigger point, and locate the stage. This practice helps to:
Develop a process map as a base: This provides a visual representation of the sales process, showing the steps, inputs, outputs, roles, and decisions involved in each stage.
Work with stakeholders to understand the trigger point: This helps to elicit feedback and insights from the stakeholders who are familiar with or affected by the sales process, and identify when or why the industry standard due-diligence is needed or required.
Locate the stage: This helps to determine where in the sales process the industry standard due-diligence should be embedded, based on the trigger point and the business logic. References: https://trailhead.salesforce. com/en/content/learn/modules/business-analysis-process-mapping/create-a-process-map

NEW QUESTION # 286
Cloud Kicks has moved into the quality assurance (QA) phase of Salesforce product configuration and extension. The QA team is

now trying to confirm it has delivered value to stakeholders based on business requirements. The team is asking questions such as, "Did we build the right product?" and "Did we build the product right?" Which element should the business analyst use to help the QA team validate that the product fulfilled the requirements without ambiguity?

- A. Process maps
- B. Acceptance criteria
- C. User stories

Answer: B

NEW QUESTION # 287

The Salesforce project team at Universal Containers is reviewing a backlog of user stories to add to an sprint.
The team is unsure of which story to begin working on.
What should the business analyst do to help with prioritization?

- A. Identify dependent components.
- B. Verify acceptance criteria.
- C. Delete the definition of done

Answer: A

Explanation:
The business analyst should identify dependent components to help with prioritization of user stories to add to an sprint. Dependent components are components that rely on or affect other components in an application or system. Identifying dependent components can help determine which user stories are more critical, complex, risky, or interrelated than others and prioritize them accordingly. Identifying dependent components can also help avoid conflicts, errors, or delays caused by missing or incompatible components when developing or deploying user stories. Verifying acceptance criteria is not an action that the business analyst should take to help with prioritization of user stories to add to an sprint. Verifying acceptance criteria is a process that checks whether a user story meets its conditions or requirements for being done or acceptable. Verifying acceptance criteria can help validate and test user stories but does not help prioritize them based on their importance or urgency. Deleting the definition of done is not an action that the business analyst should take to help with prioritization of user stories to add to an sprint. Deleting the definition of done is a process that removes the criteria or standards that indicate when a user story is completed and ready for deployment. Deleting the definition of done can reduce quality and consistency of user stories but does not help prioritize them based on their importance or urgency.
References:
https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst-certification-prep/user-stor

NEW QUESTION # 288

True or False? Knowledge Users will be able to edit and create new Knowledge Articles from the Mobile App.

- A. FALSE
- B. TRUE

Answer: A

NEW QUESTION # 289

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