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SAP C_SACP_2215 Certified Application Associate - SAP Analytics Cloud: Planning



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Salesforce Certified-Business-Analyst Exam Overview:

Certification Vendor:	Salesforce
Exam Name:	Salesforce Certified Business Analyst Exam
Exam Number:	Certified-Business-Analyst (CRT-251)
Exam Format:	Multiple Choice, Multiple Select

Certificate Validity Period:	Maintenance required annually via Salesforce certification maintenance modules
Exam Price:	\$200 USD
Exam Duration:	105 minutes
Available Languages:	English
Passing Score:	72%
Related Certifications:	Salesforce Certified Administrator
Real Exam Qty:	60
Recommended Training:	Salesforce Business Analyst Trailhead Learning Path
Exam Registration:	Kryterion Webassessor Salesforce Certification Portal
Sample Questions:	Salesforce Certified-Business-Analyst Sample Questions
Exam Way:	Online proctored exam or onsite at authorized testing centers (via Kryterion/Webassessor)
Pre Condition:	No mandatory prerequisites; Salesforce Administrator certification is recommended
Official Syllabus URL:	https://trailhead.salesforce.com/credentials

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Salesforce Certified-Business-Analyst Exam Syllabus Topics:

Topic	Details
Topic 1	• User Stories: In this topic, questions about components of a user story, writing acceptance criteria, and documenting user stories appear.
Topic 2	• Requirements: This section of the exam covers the comprehension of the differences between scopes, and user stories, how to attract and engage various stakeholders, and how to write details of requirements.
Topic 3	• Customer Discovery: This topic is about exploring various strategies related to business objectives, various initiatives, and improving the current products in addition to describing the responsibilities of a Business Analyst. It also delves into the implementation lifecycle, assessment of the customer's Salesforce environment(s), and demonstration of Salesforce capabilities.
Topic 4	• Collaboration with Stakeholders: In this topic, aspiring business analysts learn about discovering activities based on the target stakeholders. They also get knowledge about pointing out important stakeholders and developing relationships with them. Lastly, the topic gives an understanding of moving from current state analysis to an agreed future state design.
Topic 5	• Business Process Mapping: It deals with the scope of a complex business process, and documentation of a business process in a version-controlled repository to manage scope.

Salesforce Certified Business Analyst Exam Sample Questions (Q87-Q92):

NEW QUESTION # 87

The finance team is rolling out a new sales process in Sales Cloud for opportunities that are Closed/Won. After meeting with the team, a business analyst (BA) realizes that several requirements for the new process will need further refinement. What should the BA use to keep track of changes to the process documents?

- A. Communication template
- B. Business backlog
- C. Version control

Answer: C

NEW QUESTION # 88

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

Answer: B

NEW QUESTION # 89

The business analyst (BA) at Northern Trail Outfitters is getting ready to kick off a new Service Cloud project with the retail division to turn on the Web-to-Case functionality. The BA wants to better understand business processes so they can accurately scope the project.

Which type of documentation should the BA utilize?

- A. Use cases
- B. Object models
- C. Current state analysis

Answer: C

Explanation:

The type of documentation that the business analyst should utilize to better understand business processes so they can accurately scope the project is current state analysis. Current state analysis is a technique that involves assessing and documenting how a business process or workflow is currently performed in an organization. Current state analysis helps to establish a baseline for measuring the current state of performance, identify pain points and opportunities for improvement, and align with the desired business outcomes. Current state analysis can be done using tools such as interviews, observations, surveys, or process maps. References: <https://trailhead.salesforce.com/content/learn/modules/salesforce-business-analyst-certification-prep/business-process-mapping>

NEW QUESTION # 90

Universal Containers (UC) stores information about its containers in the standard Salesforce Product object.

UC deals with data integrity issues, such as the Container Color field fails to update on all containers when the color is updated on a Container Product Line. The project owner mentioned that a previous consultant recommended that UC move to a more normalized data model to represent its containers.

What should the business analyst review to learn more about the previous consultant's recommendation?

- A. System requirements specification
- B. Entity Relationship Diagram (ERD)
- C. Change request logs

Answer: B

Explanation:

The reference that the business analyst should consult to learn more about the previous consultant's recommendation is an Entity Relationship Diagram (ERD). An ERD is a diagram that shows the logical structure and relationships of data entities in a database or system. An ERD helps to model and document how data entities are organized, connected, and interact with each other. An ERD also helps to normalize data entities by reducing redundancy and inconsistency in data storage and retrieval. The previous consultant recommended that Universal Containers move to a more normalized data model to represent its containers, which means that they wanted to avoid storing duplicate or unnecessary data in multiple tables or fields. The business analyst should consult an ERD to

learn more about how the previous consultant proposed to design and implement a more normalized data model for Universal Containers. References:

<https://trailhead.salesforce.com/content/learn/modules/salesforce-business-analyst-certification-prep/business-pro>

NEW QUESTION # 91

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

Answer: B

Explanation:

Explanation

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

NEW QUESTION # 92

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