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Salesforce Certified Business Analyst Sample Questions (Q144-Q149):

NEW QUESTION # 144

A new business analyst (BA) wants to follow the correct order of phases in the implementation lifecycle on a Salesforce project. How should the BA approach the project?

- A. Analyze, build, operate, deliver
- **B. Analyze, build, deliver, operate**
- C. Analyze, operate, build, deliver

Answer: B

Explanation:

The correct order of phases in the implementation lifecycle on a Salesforce project is analyze, build, deliver, operate. In the analyze phase, the business analyst elicits requirements, maps business processes, and creates user stories. In the build phase, the development team configures and customizes Salesforce based on the user stories. In the deliver phase, the solution is tested, validated, and deployed to production. In the operate phase, the solution is monitored, maintained, and improved based on feedback and metrics. References:

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

NEW QUESTION # 145

The sales team at Universal Containers has concerns that the process for distributing new leads is too slow. The VP of sales has engaged a business analyst (BA) to help map out a process to distribute new leads quickly. The BA sets up a meeting with stakeholders and learns a stakeholder already has a solution in mind. What should the BA do next?

- **A. Gather requirements and then note the proposal solution.**
- B. Implement the solution now to save time in the planning phase.
- C. Ask the stakeholder to demo their solution to the project team.

Answer: A

NEW QUESTION # 146

Universal Containers is about to kick off a new Salesforce implementation, bringing both sales and service teams onto the platform. Each team has been managing Accounts and Contacts in their own way even though the Accounts and Contacts are shared between the teams. This has resulted in disagreements about what should be built in Salesforce.

Which groups should the business analyst work with to gain full alignment on a common program vision and strategy?

- A. Senior leadership, IT leadership, and middle management
- **B. Business leaders, middle management, and end users**
- C. Executive sponsors, IT leadership, and end users

Answer: B

NEW QUESTION # 147

At Universal Containers, a business analyst (BA), solution architect, lead developer, quality assurance lead, and other team members need access to user stories as part of the Agile lifecycle of enhancements to a Marketing Cloud integration project.

What should the BA do to give all team members access and visibility to the most recent user stories as the project is in motion?

- A. Send emails to stakeholders with all of the changes to the user stories.
- **B. Define a common repository to hold all user stories and track changes over time.**
- C. Allow each team member to merge all user stories at the end of user acceptance testing.

Answer: B

Explanation:

The best practice for giving all team members access and visibility to the most recent user stories as the project is in motion is to define a common repository to hold all user stories and track changes over time. A common repository is a centralized location where all user stories are stored and managed. It allows all team members to access, view, edit, comment, prioritize, assign, and update user stories as needed. It also tracks changes over time and provides version control and history of user stories. A common repository can be a tool such as Jira, Trello, Asana, or Salesforce Agile Accelerator. References: <https://trailhead.salesforce.com/en/content/learn/modules/business-analysis-user-stories/manage-user-stories>

NEW QUESTION # 148

The business analyst (BA) at Northern Trail Outfitters is writing user stories about a Case creation feature within Service Cloud for an upcoming sprint. This feature overlaps with another feature that is being developed in the current sprint. The BA is working with the technical team to identify metadata dependencies across features to prevent overwriting before the release.

What should the BA use?

- A. Change Sets
- B. Setup Audit Trail
- C. Version control

Answer: C

NEW QUESTION # 149

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