

Certified-Business-Analyst専門知識 & Certified-Business-Analyst日本語的中対策



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>> Certified-Business-Analyst専門知識 <<

試験の準備方法-ユニークなCertified-Business-Analyst専門知識試験-検証するCertified-Business-Analyst日本語的中対策

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するものです。

Salesforce Certified Business Analyst Exam 認定 Certified-Business-Analyst 試験問題 (Q178-Q183):

質問 # 178

The business analyst is working with a stakeholder on a Salesforce project. The stakeholder needs an approval process on contract submissions. Sales managers want to see all contracts when the discount is greater than 20%. They will decline any contracts with a discount that is greater than 25%, but they want visibility into other highly discounted contracts.

Which acceptance criteria is the most effective for this scenario?

- A. A sales manager wants to be able to approve contracts with a large discount and they need a validation rule related to contract discounts greater than 25%
- B. A sales manager wants to be notified when a contract has been submitted with a discount greater than 20% so the manager can approve or decline a discounted price.
- C. Users in a sales manager role should have access to a button on contracts to click to approve or decline a contract with a discounted price of 20% or more.

正解: A

質問 # 179

Universal Containers recently kicked off a project to build an Experience Cloud solution for partners. Partners need to upload their monthly sales reports to this account portal.

Which option should the business analyst use as the functional requirement specification?

- A. Partners need to submit monthly sales reports.
- B. The portal should allow for partners to access monthly sales reports.
- C. The portal should allow for partners to upload monthly sales reports.

正解: C

解説:

Explanation

A functional requirement specification is a statement that describes what a product or service must do or provide to meet user needs or business objectives. It should be clear, concise, testable, and measurable. The option B is an example of a functional requirement specification because it describes what the portal should do (allow for partners to upload monthly sales reports) without specifying how it should do it or why it should do it.

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

質問 # 180

The business analyst at Cloud Kicks is beginning to write user stories for its Salesforce implementation.

Which three components should be included when writing a user story?

- A. When, where, why
- B. Who, what, why
- C. Who, when, why

正解: B

質問 # 181

Universal Containers uses Kanban to complete its Salesforce development. In the middle of a sprint, the sales manager submits an important item to the team.

What should the business analyst do next?

- A. Ask the team to pivot and complete the work immediately.
- B. Ask the team to reprioritize the backlog and work on the item at the top.

- C. Ask the team to commit to the work for the next sprint.

正解: B

解説:

Explanation

The business analyst should ask the team to reprioritize the backlog and work on the item at the top. This is because Kanban is a development model that focuses on continuous delivery and flow of work, rather than fixed iterations or sprints. Kanban uses a visual board that shows the status of work items across different stages, such as backlog, in progress, done, etc. Work items are pulled from one stage to another when there is available capacity or demand, rather than according to a predefined schedule or plan. Reprioritizing the backlog can help the team accommodate the new item and ensure that the most important or urgent work is done first. Asking the team to commit to the work for the next sprint may not be a good option because Kanban does not use sprints or time-boxed iterations. Asking the team to pivot and complete the work immediately may not be a good option because it may disrupt the flow of work or create bottlenecks or waste in Kanban. References:

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

質問 # 182

Universal Containers has scheduled a meeting with stakeholders, business analysts (BAs), and technical resources to review user stories. A BA reviews the user stories in advance of the meeting and notices that some best practices have been ignored. The first user story is focused on escalating cases in Service Cloud:

"The customer service agent needs the ability to escalate a case so they can assign high-risk cases to tier 2 support for faster resolution." Acceptance Criteria:

1. Add permission set
2. Users can escalate cases
3. Create fields on the Case object
4. Reports

Which best practice was ignored?

- A. The "what" of the acceptance criteria is negotiable.
- B. The "why" of the user story is focused on user needs.
- C. The "who" of the user story is well-defined.

正解: A

解説:

A use case is a type of documentation that describes how a user interacts with a system to achieve a specific goal. It is written from the user's point of view and follows a standard format of "A [user role] wants to [goal] by [steps]". A use case helps to capture the user's needs and expectations from the system and provides a basis for developing test cases and acceptance criteria. A BA should use use cases to document how users will interact with the system and what outcomes they expect from it. References:

<https://trailhead.salesforce.com/en/content/learn/modules/business-analysis-functional-requirements/write-use-ca> This answer points out that the previous VP's requirements may differ from those of the new executive as the largest risk with this approach of using the inherited requirements in lieu of a traditional discovery process for a Sales Cloud implementation. Requirements are statements that describe what a solution must do or have to meet the needs and expectations of the stakeholders or users. Requirements may change over time due to various factors, such as business goals, market trends, customer feedback, or stakeholder preferences. Using the previous VP's requirements without validating them with the new executive may result in a solution that does not align with their vision, strategy, or value proposition. References:

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst-quick-look/use-user-stories>

質問 # 183

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Certified-Business-Analyst試験問題の継続的な刷新により、当社は大きな市場シェアを占めています。強力な研究センターを構築し、Certified-Business-Analystトレーニングガイドでより良い仕事をするために強力なチームを所有しています。Salesforceこれまで、Certified-Business-Analyst学習教材に関する多くの特許を取得しています。一方で、当社は改修の恩恵を受けています。お客様は当社の製品を選択する可能性が高くなります。一方、私たちが投資したお金は有意義なものであり、Certified-Business-Analyst試験の新しい学習スタイルを刷新するのに役立ちます。

Certified-Business-Analyst日本語的中対策: <https://www.certjuken.com/Certified-Business-Analyst-exam.html>

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