

BA-201試験資料、BA-201対策学習

ACCOUNTING 201: Exam 1 review solutions

CIRCLE THE CORRECT ANSWER FOR THE FOLLOWING QUESTIONS.

CHAPTER 13

1. Par value
 - a. is the amount that must be recorded in the common or preferred stock account
 - b. is established for a share of stock after it is issued.
 - c. represents what a share of stock is worth.
 - d. represents the original selling price for a share of stock.
2. If a company has 1,000,000 shares of \$4 par value common stock authorized, and has 100,000 shares issued at \$4 a share and 20,000 shares of common stock are held in the treasury, the general ledger account for common stock would have a balance of
 - a. \$4,000,000
 - b. \$2,000,000
 - c. \$400,000
 - d. \$200,000
 - e. \$160,000
3. Which of the following balances are included in a corporation's stockholders' equity section?
 - a. drawings
 - b. net income
 - c. retained earnings
 - d. dividends in arrears
4. Preferred stock would least likely have which characteristic?
 - a. The right of the holder to vote at stockholders' meetings.
 - b. An assigned par value.
 - c. Preference as to assets upon liquidation of the corporation.
 - d. Preference as to dividends.
5. The Baker Corporation is a publicly held corporation whose \$1 par value stock is actively trading at \$10 per share. The company issued 2,000 shares of stock to acquire land recently advertised at \$25,000. When recording this transaction, the Baker Corp will
 - a. Debit Land for \$25,000
 - b. Credit Common Stock for \$2,000
 - c. Credit Common Stock for \$10,000
 - d. Credit Paid-in Capital in Excess of Par Value-common stock for \$2,000.
6. A company purchases 900 shares of its \$25.00 par value stock at \$35.00 per share. It then reissues 300 shares at \$30.00 per share. The company has not had any previous treasury stock transactions. The entry upon reissue of the stock would include a
 - a. Credit to Cash for \$9,000.
 - b. Credit to Treasury Stock for \$1,500

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>> BA-201試験資料 <<

BA-201対策学習 & BA-201関連合格問題

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Salesforce Certified Business Analyst 認定 BA-201 試験問題 (Q218-Q223):

質問 # 218

Northern Trail Outfitters (NTO) is a rapidly growing company that needs to hire a business analyst (BA) to help revamp its sales and support processes. The stakeholder at NTO wants to understand the top skills of a BA and has asked a consultant for more information.

Which BA skills should the consultant recommend to NTO?

- A. Team leadership, communication, personas, change management, synthesis, legal and compliance issues
- B. **Information discovery, analysis, synthesis, communication, collaboration, documentation**
- C. Requirements writing, communication, creativity, problem-solving, synthesis, project management

正解: B

解説:

The top skills for a Salesforce Business Analyst (BA) emphasize abilities that support requirements elicitation, analysis, collaboration, and documentation. These align with Salesforce's expectations for effective business analysis:

Information Discovery and Analysis: Critical for understanding business needs and translating them into Salesforce solutions.

Salesforce emphasizes these skills during requirements gathering and aligning solutions to business objectives.

Synthesis: The ability to combine gathered insights into actionable strategies or system requirements ensures seamless integration within Salesforce.

Communication and Collaboration: Essential to engage stakeholders, developers, and project teams to ensure all parties are aligned. Salesforce Business Analyst job descriptions highlight communication and teamwork as core competencies.

Documentation: Salesforce projects require detailed documentation, such as user stories, process flows, and solution blueprints, which are integral to successful implementations.

These skills ensure the BA can effectively bridge the gap between business needs and technical solutions, as recommended in Salesforce's business analyst role expectations.

質問 # 219

Universal Containers is beginning a Commerce Cloud project with a new client. The business analyst (BA) wants to leverage customercentric discovery to ensure a successful project outcome.

How can the BA put this into action before the first requirements workshop?

- A. Research the background of the client's Salesforce team
- B. **Navigate the client's online purchasing process.**
- C. Develop preliminary technical specifications.

正解: B

解説:

Customer-centric discovery aims to understand the client's current processes and pain points from the customer's perspective:

Experience Perspective: By navigating the online purchasing process, the BA gains firsthand insight into the client's existing customer journey, a fundamental step in Salesforce Commerce Cloud projects to identify gaps and improvement areas.

Preparation for Workshops: Salesforce Business Analysts are encouraged to come to workshops with contextual understanding of the business processes, aligning directly with project goals.

Focus on Outcomes: Engaging with the client's purchasing process ensures the BA aligns the Commerce Cloud solution with the customer's needs and expectations, critical for a successful implementation.

質問 # 220

The business analysis (BA) at Northern Trail Outfitters is assigned to a project to help revamp its Experience Cloud implementation. When assessing the existing process, which type of diagram should the BA use to identify waste within and between processes?

- A. **Value Stream Map**
- B. Detailed Process Map
- C. Suppliers, Inputs, Process, Outputs, Customers (SIPOC) Map

正解: A

解説:

The type of diagram that business analyst should use to identify waste within and between processes when assessing existing processes for Northern Trail Outfitters' Service Cloud implementation is value stream map.

A value stream map is diagram that shows flow of materials information value-added non-value-added activities cycle times wait times involved in process value stream map can help identify waste inefficiencies opportunities improvement within between processes by highlighting where time resources being wasted where value being added where bottlenecks occurring etc.

A Suppliers Inputs Process Outputs Customers (SIPOC) Map is not type diagram that business analyst should use identify waste within between processes when assessing existing processes for Northern Trail Outfitters' Service Cloud implementation SIPOC Map high-level process map shows key elements process such suppliers inputs outputs customers SIPOC Map can help define scope boundaries project identifying what triggers process what are inputs outputs process who are involved affected by process what are expectations requirements process SIPOC Map does not help identify waste within between processes detail.

A detailed process map is not type diagram that business analyst should use identify waste within between processes when assessing existing processes for Northern Trail Outfitters' Service Cloud implementation detailed process map diagram shows steps activities decisions involved in process detailed process map can help document existing processes clear concise way can easily understand anyone involved project but does not help identify waste within between processes detail.

References: https://trailhead.salesforce.com/en/content/learn/modules/business-analyst_skills-strategies/explore-techniques-information-discovery

質問 # 221

What is used to declaratively move metadata from one environment to another?

- A. Data Loader
- B. Import Wizard
- C. Ant Migration
- D. Change Sets

正解: D

解説:

Change Sets are used to declaratively move metadata from one environment to another in Salesforce. Change Sets are outbound sets of changes that can be sent from one Salesforce org to another using deployment connections. Data Loader, Import Wizard, and Ant Migration are not used to declaratively move metadata in Salesforce. References: <https://help.salesforce.com/s/articleView?id=sf.changesets.htm&type=5>

質問 # 222

The business analyst (BA) at universal Containers is grooming user stories to add to the next sprint. The BA is having difficulty understanding the level of testing that's necessary for a particular story involving an update to an important trigger.

What should the BA do to address the need for user acceptance testing (UAT)?

- A. Gather testing requirements from the stakeholder.
- B. Run all Apex tests using change set validation.
- C. Perform testing on all objects in the trigger.

正解: A

解説:

The business analyst should gather testing requirements from the stakeholder to address the need for user acceptance testing (UAT) for a particular story involving an update to an important trigger. UAT is end-user testing performed in a sandbox or test environment to verify that a project or enhancement works as intended and what was originally requested is actually being delivered. The business analyst should gather testing requirements from the stakeholder to understand what scenarios or cases need to be tested, what data or inputs need to be used, what outputs or results need to be expected, and what criteria or metrics need to be measured.

The business analyst should also document and communicate these testing requirements to the testers and developers involved in UAT. Running all Apex tests using change set validation is not an action that the business analyst should take to address the need for UAT for a particular story involving an update to an important trigger. Running all Apex tests using change set validation is a process that checks whether deploying a change set would succeed or fail in another org without actually deploying it. Running all Apex tests using change set validation helps ensure code quality and coverage but does not verify whether a project or enhancement meets user needs or expectations. Performing testing on all objects in the trigger is not an action that the business analyst should take to address the need for UAT for a particular story involving an update to an important trigger. Performing testing on all objects in the trigger is a process that checks whether the trigger works correctly and consistently for all objects that it affects. Performing testing on all

objects in the trigger helps ensure functionality and performance but does not verify whether a project or enhancement meets user needs or expectations. References: <https://trailhead.salesforce.com/en/content/learn/modules/user-acceptance-testing-video/learn-about-user-acceptance-testing>

質問 # 223

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