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Salesforce Certified-Business-Analyst Exam is designed to test your knowledge and understanding of Salesforce business analysis concepts and best practices. Certified-Business-Analyst exam covers a wide range of topics, including data modeling, process automation, reporting, and business requirements gathering. Certified-Business-Analyst Exam is conducted online and consists of multiple-choice questions that assess your understanding of Salesforce concepts and your ability to apply them in real-world scenarios.

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Salesforce Certified Business Analyst certification is a prestigious certification that demonstrates an individual's proficiency in utilizing Salesforce to analyze and solve business problems. Salesforce Certified Business Analyst Exam certification is designed for individuals with experience in business analysis, process mapping, data modeling, and data analysis. It validates a candidate's ability to analyze complex business problems and design solutions using Salesforce's features.

Salesforce Certified-Business-Analyst Certification Exam is an excellent opportunity for professionals who are looking to enhance their knowledge and skills in Salesforce technology and business analysis. Salesforce Certified Business Analyst Exam certification is a valuable asset to have in today's competitive job market and can help professionals advance their careers.

Salesforce Certified Business Analyst Exam Sample Questions (Q243-Q248):

NEW QUESTION # 243

A business analyst JBA for Northern Trail Outfitters (NTO) is reviewing the business backlog and determines that many of the

requirements would require custom code that is expensive and hard to maintain. The BA knows that the backlog should be prioritized by people who have knowledge of the features and functionality of the Salesforce Platform. Who should own the process of prioritizing the business backlog?

- A. The business teams affected, with support from the internal technology teams who understand ways to maximize Salesforce's declarative features
- B. The third-party implementation team, with support from the internal technology teams affected by the project who understand NTO's vision and strategy
- C. The project manager, with support from the third-party implementation and business teams who understand both platform and business priorities.

Answer: A

Explanation:

Explanation

The process of prioritizing the business backlog should be owned by the business teams affected, with support from the internal technology teams who understand ways to maximize Salesforce's declarative features. The business backlog is a list of requirements or user stories that describe the features or functionality that the business needs or wants from a project or enhancement. The business backlog should be prioritized by the business teams affected because they are the ones who have the most knowledge and interest in the business value and impact of each requirement or user story. The business backlog should also be supported by the internal technology teams who understand ways to maximize Salesforce's declarative features because they are the ones who have the most knowledge and expertise in the technical feasibility and complexity of each requirement or user story. References: <https://trailhead.salesforce.com/content/learn/modules/salesforce-business-analyst-certification-prep/requirement>

NEW QUESTION # 244

Cloud Kicks (CK) wants to redefine its lead-to-customer business process. CK wants to unify the interactions between sales, marketing, and customers to provide a more seamless experience. The business analyst (BA) need to create a visual representation that includes the steps and inputs from both sales and marketing.

Which tool should the BA use to capture all launches of the current state?

- A. Journey Mapping
- B. Process Mapping
- C. Whiteboarding

Answer: B

NEW QUESTION # 245

In what phase of the four application lifecycle milestones does this action belong? Communicate Changes, Update Profiles and Communicate end of Changes.

- A. Plan
- B. Deploy
- C. Test
- D. Build

Answer: B

Explanation:

Communicate Changes, Update Profiles and Communicate end of Changes are actions that belong to the Deploy phase of the four application lifecycle milestones. The Deploy phase involves moving changes from one environment to another and ensuring proper communication with stakeholders and end users. The Build phase involves creating solutions using declarative or programmatic tools based on requirements and design specifications. The Test phase involves verifying functionality, performance, security, and usability of solutions using various testing methods and tools. The Plan phase involves defining project scope, objectives, deliverables, resources, timeline, and risks. References:

<https://trailhead.salesforce.com/content/learn/modules/application-lifecycle-and-development-models/understand>
<https://trailhead.salesforce.com/content/learn/modules/application-lifecycle-and-development-models/choose-a-d>

NEW QUESTION # 246

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 # 247

Cloud Kicks has an existing implementation of Salesforce. A business analyst (BA) wants to understand details about the Salesforce environment:

- * Custom apps
- * Active Salesforce Sites
- * Active flows
- * Custom tabs
- * Visualforce pages

A Which path should the BA take to find this information?

- A. Review configuration settings.
- B. Conduct stakeholder interviews.
- C. Read business process documentation

Answer: A

Explanation:

The path that the business analyst should take to find information about custom apps, active Salesforce Sites, active flows, custom tabs, and Visualforce pages is to review configuration settings. Configuration settings are options or preferences that can be customized or modified in Setup. They can help the business analyst understand how Salesforce was implemented and what features or components were enabled or disabled.

Custom apps, active Salesforce Sites, active flows, custom tabs, and Visualforce pages are examples of configuration settings that can be accessed or changed in Setup. Conducting stakeholder interviews may be a useful way to gather information about business needs, expectations, or feedback, but not about technical details or configuration settings. Reading business process documentation may be a useful way to understand how a business process works or flows, but not about technical details or configuration settings.

References:

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

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

NEW QUESTION # 248

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