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Salesforce Certified Business Analyst Exam Sample Questions (Q111-Q116):

NEW QUESTION # 111

Which permission is required to create, delete, refresh or activate a Sandbox?

- A. System Administrator
- B. Environment Manager
- **C. Manage Sandbox**
- D. Sandbox Editor

Answer: C

Explanation:

Explanation

The Manage Sandbox permission is required to create, delete, refresh or activate a Sandbox. Sandbox Editor, Environment Manager, and System Administrator are not valid permissions in Salesforce. References:

https://help.salesforce.com/s/articleView?id=sf.data_sandbox_manage.htm&type=5

NEW QUESTION # 112

A business analyst at Universal Containers is converting a requirements document into user stories for upcoming Manufacturing Cloud deployment. The first requirement is "finance needs a time tracking sys containers." Which option best represents the "I" component of the INVEST checklist to make a good user story from this requirement?

- A. As a finance user I want a Timesheet object implemented so I can accurately report on container profitability.
- **B. As a finance user, I want to know how long it takes to assemble a container so I can accurately report on container profitability.**
- C. As a finance user, I want an Assembly Time field on the container cost record so I can accurately report on container profitability.

Answer: B

Explanation:

Explanation

The option that best represents the "I" component of the INVEST checklist to make a good user story from this requirement is B. As a finance user I want to know how long it takes to assemble a container so I can accurately report on container profitability. The "I" component stands for Independent, which means that the user story should be self-contained and not depend on or overlap with other user stories. Option B is independent because it focuses on a specific need and goal of the finance user, and does not rely on or affect other user stories. The other options are either dependent or irrelevant. Option A is dependent because it specifies a particular solution (Timesheet object) that may depend on or overlap with other user stories. Option C is irrelevant because it does not address the requirement of knowing how long it takes to assemble a container. References:

<https://trailhead.salesforce.com/en/content/learn/modules/business-analysis-user-stories/write-user-stories>

NEW QUESTION # 113

The business analyst (0A) at Universal Containers has met with stakeholders and is using the waterfall methodology to capture requirements for Sales Cloud enhancements for a future product release.

What is the next step for the BA to take before build can begin?

- A. Define the minimal viable product.
- **B. Get approval and signoff on the requirements.**
- C. Schedule sprint planning meetings.

Answer: B

Explanation:

This answer states that getting approval and signoff on the requirements is the next step for the BA to take before build can begin. Approval and signoff on the requirements means that the stakeholders agree that the requirements are accurate, complete, and feasible, and that they authorize the development team to start building the solution. Approval and signoff on the requirements helps to avoid scope creep, rework, and miscommunication. References:

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst-certification-prep/prepare-for-the-salesforce-business-analyst-certification-exam>

NEW QUESTION # 114

After reviewing a technical demo, the Northern Trail Outfitters sales leadership team wants to make adjustments to the original requirements around Sales Cloud opportunity management.

What should the business analyst do to manage the requested changes?

- A. Update the change management document and user acceptance testing plans.
- **B. Update the change request log and draft a new user story.**
- C. Update the gap analysis document and scope statement specification.

Answer: B

NEW QUESTION # 115

The business analyst (BA) at Cloud Kicks is deep in planning activities for its Commerce Cloud implementation project. The project sponsor asks the team to adjust their efforts due to budgetary constraints.

What should the BA do next?

- A. Validate requirements.
- **B. Prioritize requirements.**
- C. Organize requirements.

Answer: B

Explanation:

Explanation

The next thing that the business analyst should do after receiving the budgetary constraints from management is to prioritize requirements. Prioritizing requirements is a technique that involves ranking or ordering requirements based on their importance, value, urgency, or dependency. Prioritizing requirements helps to manage project scope, resources, and timeline, as well as ensure customer satisfaction and stakeholder alignment. Prioritizing requirements also helps to deal with any changes or constraints that may arise during the project, such as budget cuts, by focusing on delivering the most critical or essential requirements first, and deferring or eliminating the less important or nice-to-have requirements. References:

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

NEW QUESTION # 116

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