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참고: ITDumpsKR에서 Google Drive로 공유하는 무료, 최신 Certified-Business-Analyst 시험 문제집이 있습니다:
https://drive.google.com/open?id=1i6RxbAPFv6HR7gm2x6Otp_2O1XVQJfy

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Salesforce Certified Business Analyst 인증을 얻으려면 Salesforce Certified Business Analyst 시험을 통과해야 합니다. 이 시험은 데이터 모델, 보안 모델, 보고 및 자동화 기능을 포함하여 Salesforce의 핵심 기능에 대한 후보자의 지식을 테스트하도록 설계되었습니다. 시험은 또한 후보자가 해당 요구 사항을 충족하는 비즈니스 요구 사항 및 설계 솔루션을 분석하는 능력을 평가합니다.

최신 Salesforce Business Analyst Certified-Business-Analyst 무료 샘플문제 (Q183-Q188):

질문 # 183

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

정답: B

질문 # 184

The data science team at Universal Containers (UC) has been asked to analyze the sales team's data within Salesforce. Early In their research, the data science team discovered concerns about data quality. UC has brought in a business analyst (BA) to help address the concern.

What should the BA focus on doing first during the initial discovery phase?

- A. Shadow the sales team to observe process for entering data into Accounts and Opportunities.
- B. Meet with the executive leadership team to accurately understand the business need.
- **C. Understand and document the data quality issues reported by the data science team.**

정답: C

질문 # 185

A business analyst (BA) at Universal Containers has been assigned to a Salesforce project that will have an impact on more than 5,000 office locations across the globe. The BA needs to identify the people who can describe the business problem and provide detailed requirements.

Which document should the BA use?

- A. RACI chart
- **B. Stakeholder analysis**
- C. User stories

정답: B

질문 # 186

The business analyst (BA) at Universal Containers (UC) wants to understand why UC failed to meet a deployment date for its product go live while following the Agile process. According to the BA's research, the developers lacked a sense of the work in progress and the intended goal of that work, and the QA team was unable to clearly test the functionality based on a given persona. Which step should the BA take next?

- A. Move the deployment date out so the teams have more time to work.
- B. Create a SWOT (Strength, Weakness, Opportunity, Threat) analysis to understand why development and testing took more time.
- **C. Review the user stories to ensure they are small, testable, and valuable.**

정답: C

설명:

The next step that the business analyst should take is to review the user stories to ensure they are small, testable, and valuable. User stories are statements that capture a requirement or feature from an end user's perspective. They should be small enough to be completed within a sprint, testable enough to be verified by acceptance criteria, and valuable enough to deliver benefits or outcomes for end users. Reviewing user stories can help UC understand why development and testing took more time than expected, and how to improve them for future sprints. Creating a SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis to understand why development and testing took more time is not a good next step because it is a strategic tool that evaluates the internal and external factors affecting a project or initiative, not a tactical tool that evaluates the quality or effectiveness of user stories. Moving the deployment date out so the teams have more time to work is not a good next step because it does not address the root cause of why development and testing took more time, and it may affect the project scope or budget. References:

<https://trailhead.salesforce.com/content>

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

</content/learn/modules/salesforce-business-analyst-certification-prep/user-acceptance>

질문 # 187

The business analyst (BA) on the Salesforce development team at Northern Trail Outfitters is leading a requirements elicitation workshop about the process for onboarding new wholesale partners. While whiteboarding the process, one stakeholder continuously interrupts and points out inefficiencies with invoicing and delivery processes. What should the BA do to prevent the session from being derailed?

- A. Shift the conversation from onboarding to the stakeholder's concerns.
- **B. Add the stakeholder's concerns to a "parking lot" for further discussion.**
- C. Ask the stakeholder to focus on the onboarding process.

정답: B

질문 # 188

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