

BA-201更新 & BA-201考試



P.S. Fast2test在Google Drive上分享了免費的2026 Salesforce BA-201考試題庫：<https://drive.google.com/open?id=1sQCBe5LQKe21AYowi0qc7eMxKA26sQnT>

BA-201 認證是互聯網界具有極大聲望的網路技能認證，在全球，通過IBM認證考試的工程師，平均年薪在10萬元以上。通過 HP 認證考試的工程師，平均年薪在30萬元以上。獲得 Salesforce 的 BA-201 認證的工程師，平均年薪也不低於20萬人民幣。據說，這還只是基本工資，不包括獎金，紅利和其他非工資性補貼。難怪美國副總統戈爾曾把 Salesforce BA-201 認證恰當而幽默地稱為「獲得高技術，高薪水的頭等艙船票」。

在你的職業生涯中，你正面臨著挑戰嗎？你想提高自己的技能更好地向別人證明你自己嗎？你想得到更多的機會晉升嗎？那麼快報名參加IT認證考試獲得認證資格吧。Salesforce的認證考試是IT領域很重要的考試之一，如果獲得Salesforce的認證資格，那麼你就可以得到很大的幫助。你可以先從通過BA-201認證考試開始，因為這是Salesforce的一個非常重要的考試。那麼，想知道怎麼快速地通過考試嗎？Fast2test的考試資料可以幫助你達到自己的目標。

>> BA-201更新 <<

免費PDF Salesforce BA-201更新是行業領先材料&實用的BA-201： Salesforce Certified Business Analyst

在我們的網站中，你可以獲得關於 Salesforce BA-201 考古題的培訓工具。我們的IT精英團隊會及時為你提供準確以及詳細的關於 Salesforce BA-201 考古題的培訓材料。通過使用我們提供的學習材料以及考試練習題和答案，能確保你第一次參加 Salesforce BA-201 考古題認證考試時挑戰成功，而且不用花費大量時間和精力來準備考試。如果在考試過程中變題了，考生可以享受全額退費或一年內更新考題的服務，保障了考生的權利。

最新的 Salesforce Business Analyst BA-201 免費考試真題 (Q144-Q149):

問題 #144

A new employee at Universal Containers just sent the business analyst (BA) a Slack message with an named User3stories_v37_final_final_final.docx.

Which best practice should the 6A train the employee on first?

- A. Use a version control repository.

- B. Use acceptance criteria to define success.
- C. Use standard naming conventions.

答案： A

解題說明：

This answer states that using standard naming conventions is the best practice that the BA should train the employee on for sending a document named UserStories_v37_final_final_final.docx. A standard naming convention is a set of rules or guidelines that define how to name or label a document or a file in a consistent and meaningful way. A standard naming convention typically includes elements such as project name, document type, version number, date, author, etc. Using standard naming conventions is the best practice that the BA should train the employee on for sending a document because it helps the BA to organize and manage documents or files more efficiently and effectively, and to avoid confusion or duplication among them.

References: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst-quick-look/use-stakeholder-engagement-skills>

問題 #145

A business analyst (BA) at Northern Trail Outfitters is assigned to a project to help revamp the case management process. The BA has gathered requirements and finished the first draft of user stories.

What should the BA use to assess the quality of a user story?

- A. Gap analysis document
- **B. INVEST checklist**
- C. Numerical framework

答案： B

解題說明：

This answer states that using the INVEST checklist is what the BA should use to assess the quality of a user story for developing a solution to help the marketing department manage leads in Sales Cloud at UC. The INVEST checklist is a set of criteria that helps to evaluate if a user story is well-written and well-defined. The INVEST checklist stands for Independent, Negotiable, Valuable, Estimable, Small, and Testable. Independent means that the user story can be developed and delivered without depending on or affecting other user stories.

Negotiable means that the user story can be modified or refined based on feedback or changes in requirements. Valuable means that the user story provides a clear benefit or outcome to the user or the stakeholder. Estimable means that the user story can be estimated in terms of time, effort, or resources needed to complete it. Small means that the user story can be delivered within a short time frame or iteration.

Testable means that the user story can be verified or measured against acceptance criteria or tests. Using the INVEST checklist is what the BA should use to assess the quality of a user story because it helps the BA to ensure that the user story is clear, concise, consistent, and complete. References: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst-quick-look/use-user-stories-to-capture-requirements>

問題 #146

The sales team is learning a new sales methodology. Management wants to align Salesforce opportunities with the methodology.

What is the first step a business analyst should take to begin overhauling the Opportunity object?

- **A. Understand the current business process.**
- B. Configure stages in Salesforce.
- C. Create new reports and dashboards.

答案： A

解題說明：

The first step that the business analyst should take to begin overhauling the Opportunity object is to understand the current business process. This is because understanding the current business process helps to establish a baseline for measuring the current state of performance, identify pain points and opportunities for improvement, and align with the desired business outcomes. The business analyst should use techniques such as interviews, observations, surveys, or process mapping to understand how users currently use Salesforce opportunities and what challenges or gaps they face. References: <https://trailhead.salesforce.com/content/learn/modules/salesforce-business-analyst-certification-prep/business-process-mapping>

問題 #147

Universal Containers is developing a new case management solution in Salesforce. The business analyst has started writing user stories to capture feature needs. One user story is: "The customer care representative wants to take ownership of new cases and communicate with customers so they can provide high-touch customer experiences." Which component of the user story is "provide high-touch customer experiences?"

- A. Why
- B. Assumption
- C. Where

答案： A

解題說明：

The component "provide high-touch customer experiences" is the why part of the user story because it describes the benefit or value that the customer care representative will get from taking ownership of new cases and communicating with customers. The who part of the user story is "the customer care representative" because it describes the user role or persona who will benefit from the feature or functionality. The what part of the user story is "to take ownership of new cases and communicate with customers" because it describes the feature or functionality that the customer care representative wants or needs. The where part of the user story is not included in this example because it is usually captured in other documents or artifacts, such as acceptance criteria or wireframes. The assumption part of the user story is not included in this example because it is usually captured in other documents or artifacts, such as risk register or issue log.

References: 1 <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-business-analyst-certification-prep/user-stories>

問題 #148

The VP of sales at Cloud Kicks wants to streamline the lead qualification process to improve the team's productivity and help them reach their target goals. A business analyst (BA) has been assigned to the project to identify the disconnect between the sales and marketing teams' definitions of a qualified lead.

What should the BA focus on?

- A. Evaluating the team's skills and experiences to determine how they can better align.
- B. Mapping historical lead data from each team and building charts to highlight similarities
- C. Scheduling an all-day collaboration workshop with both teams to resolve their differences.

答案： C

解題說明：

The business analyst should focus on scheduling an all-day collaboration workshop with both teams to resolve their differences. This will allow the teams to come to a common understanding of what a qualified lead is and how they can work together to improve the lead qualification process.

Here are some additional details from Salesforce Certified Business Analyst documents and resources that support the answer: Mapping historical lead data from each team and building charts to highlight similarities is not likely to be effective in resolving the disconnect between the teams. This is because the teams may have different definitions of what a qualified lead is, and the data may not be able to resolve these differences.

Evaluating the team's skills and experiences to determine how they can better align is not likely to be effective in resolving the disconnect between the teams. This is because the teams may have different definitions of what a qualified lead is, and the evaluation is not likely to change these definitions.

Scheduling an all-day collaboration workshop with both teams to resolve their differences is the most likely to be effective in resolving the disconnect between the teams. This is because the workshop will allow the teams to come to a common understanding of what a qualified lead is and how they can work together to improve the lead qualification process.

In conclusion, the business analyst should focus on scheduling an all-day collaboration workshop with both teams to resolve their differences. This will allow the teams to come to a common understanding of what a qualified lead is and how they can work together to improve the lead qualification process.

問題 #149

.....

如果你是找考試資料或學習書籍？試試我們的免費的 Salesforce 的 BA-201 考題吧！這是一個免費試用考試PDF測

