CERTIFIED-BUSINESS-ANALYST^{Q&As}

Salesforce Certified Business Analyst

Pass Salesforce CERTIFIED-BUSINESS-ANALYST Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.passapply.com/certified-business-analyst.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce
Official Exam Center

QUESTION 1

A sales manager at Universal Containers (UC) customized all of their list views on the Account object to include a new field. Although they have multiple list views. The sales manager prefers to keep the recently viewed list as their default list. When the manager realize they are unable to modify the recently viewed list, they reach out to UC\\'s Salesforce team for help?

What are the next steps the business analyst should take?

A. Recommend that the user submit a ticket related to the field creation.

B. Research AppExchange solution that offer customization options.

C. Document the desired outcome and research the impact of making a change.

Correct Answer: B

QUESTION 2

Universal Container (CU) has brought in a business analyst to help implement an expensive AppExchange product in its Salesforce org to optimize the sales pipeline. The BA is free to speak to anyone at UC to gather the information they need to ensure success. The BA decides to speak to the stakeholders who are most impacted.

Which key stakeholder should the BA speak to first?

A. VP of sales

B. Sales Users

C. IT leaders

Correct Answer: A

QUESTION 3

The business analyst is auditing data access by documenting Field-level Security on the Account object in Salesforce.

How do end users participate as stakeholders in data Governance?

A. They export their data back it up locally.

B. They implement their data entry workarounds in the system.

C. They provide valuable feedback on how they use data.

Correct Answer: C

QUESTION 4

A business analyst (BA) is in the process of documenting requirements. The BA wrote the following user story:

"As a sales team manager, I want the ability to access reports on Sales Cloud to evaluate if the team\\'s daily activities are meeting the set goals.\\'\\''

Which acceptance criteria is most appropriate for this user story?

A. Able to monitor the sales team\\'s performance

B. Able to click the Run button on sales reports

C. Able to view the sales team\\'s reports

Correct Answer: A

QUESTION 5

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.

Correct Answer: C

[Latest CERTIFIED-BUSINESS-ANALYST Dumps](#)

[CERTIFIED-BUSINESS-ANALYST PDF Dumps](#)

[CERTIFIED-BUSINESS-ANALYST Study Guide](#)

[Latest CERTIFIED-BUSINESS-ANALYST Dumps](#) | [CERTIFIED-BUSINESS-ANALYST PDF Dumps](#) | [CERTIFIED-BUSINESS-ANALYST Study Guide](#)

3 / 3