

# Salesforce.Certified-Business-Analyst.v2023-01-06.q47

<b>Exam Code:</b>	Certified-Business-Analyst
<b>Exam Name:</b>	Salesforce Certified Business Analyst Exam
<b>Certification Provider:</b>	Salesforce
<b>Free Question Number:</b>	47
<b>Version:</b>	v2023-01-06
<b># of views:</b>	996
<b># of Questions views:</b>	470
<a href="https://www.freepdf.dumps.com/Salesforce.Certified-Business-Analyst.v2023-01-06.q47.html">https://www.freepdf.dumps.com/Salesforce.Certified-Business-Analyst.v2023-01-06.q47.html</a>	

## NEW QUESTION: 1

Of the following Locale Settings, select which one CANNOT be selected when creating a new user.

- A. Language
- B. Locale
- C. Working Hours
- D. Time Zone

**Answer: C (LEAVE A REPLY)**

## NEW QUESTION: 2

Universal Containers is about to kick off a new Salesforce implementation, bringing both sales and service teams onto the platform. Each team has been managing Accounts and Contacts in their own way even though the Accounts and Contacts are shared between the teams. This has resulted in disagreements about what should be built in Salesforce.

Which groups should the business analyst work with to gain full alignment on a common program vision and strategy?

- A. Business leaders, middle management, and end users
- B. Executive sponsors, IT leadership, and end users
- C. Senior leadership, IT leadership, and middle management

**Answer: C (LEAVE A REPLY)**

## NEW QUESTION: 3

The business analyst at Cloud Kicks is using a checklist to assess the quality of user stories for an upcoming Experience Cloud implementation.

Which characteristics make a user story successful?

- A. Clean Direct, Concise, Cross Functional, Configurable

**B.** Independent, Negotiable, Valuable, Estimable. Small, Testable

**C.** Actionable., Concise, Testable, Solution-oriented, Defined

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 4**

Northern Trail Outfitters (NTO) is undergoing a Salesforce implementation for Service Cloud. The business analyst is currently working with the development team as they build features in the sandbox. NTO wants to test these features before the changes are deployed to the production environment.

As part of the Application lifecycle Management (ALM) process, which three development models does Salesforce support?

**A.** Change Set Development, Org Development, Package Development

**B.** Rapid Application Development, Org Development Package Development

**C.** Salesforce DX, Flow Builder, Rapid Application Development

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 5**

A business analyst (BA) at Northern Trail Outfitters was asked to create a new user story for a Sales Cloud update requested by the inside sales team. The BA created the following story:

"As a user, I need visibility to customers' purchase history details so I can increase efficiencies and improve closure rates by better tailoring sales offerings."

Which mistake did the BA make when creating this story?

**A.** The persona is undefined.

**B.** The goal is undefined.

**C.** The need is undefined.

**Answer: A (LEAVE A REPLY)**

#### **NEW QUESTION: 6**

Cloud Kicks has invited stakeholders from multiple departments and roles to participate in its latest Salesforce project. Each stakeholder's experiences and priorities for the project are different which causes tension within the team and a lack of clarity around project direction.

What should the business analyst do to help the team work together more effectively?

**A.** Lead the stakeholders in creating a team agreement that assigns project roles and outlines how the team will collaborate, disagree, develop trust, and define success

**B.** Encourage leadership to share their vision for the project, and ask the larger team to focus feedback only on the key objectives, pain points, and requirements outlined by leaders

**C.** Limit participation in key project discovery, requirements, and solutioning meetings to leadership. and engage the larger team to answer questions directly/ related to their roles when needed.

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 7**

The business analyst (BA) is preparing for user acceptance testing (UAT) for Northern Trail Outfitters' new Service Cloud implementation. The BA secured the sandbox for the testing environment, wrote test cases, and created a process to track and manage reported bugs. Which additional step is required during the UAT planning process?

- A.** Schedule deployment.
- B.** Gather business requirements.
- C.** Identify power users.

**Answer: A (LEAVE A REPLY)**

#### **NEW QUESTION: 8**

At Universal Containers, a business analyst (BA), solution architect, lead developer, quality assurance lead, and other team members need access to user stories as part of the Agile lifecycle of enhancements to a Marketing Cloud integration project.

What should the BA do to give all team members access and visibility to the most recent user stories as the project is in motion?

- A.** Allow each team member to merge all user stories at the end of user acceptance testing.
- B.** Send emails to stakeholders with all of the changes to the user stories.
- C.** Define a common repository to hold all user stories and track changes over time.

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 9**

The business analyst (BA) at Northern Trail Outfitters recently configured a feature on Opportunities for the sales team. The BA plans to gather feedback from a small group of end users before rolling out the feature to the entire company.

What should the BA do to present this information?

- A.** Share user stories about the feature.
- B.** Demo the new feature.
- C.** Create a feature manual.

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 10**

Northern Trail Outfitters (NTO) plans to significantly grow its workforce and wants to increase the overall security of its Sales Cloud instance. NTO has previously implemented a complex security solution with organization wide defaults, criteria-based sharing rules,

and dozens of user profiles. NTO has asked a business analyst (0A) for recommendations on how to proceed.

Which aspect of a potential solution is most important for a BA to consider?

- A. User adoption
- B. System downtime
- C. Scalability

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 11**

Universal Containers uses Kanban to complete its Salesforce development. In the middle of a sprint, the sales manager submits an important item to the team.

What should the business analyst do next?

- A. Ask the team to commit to the work for the next sprint.
- B. Ask the team to pivot and complete the work immediately.
- C. Ask the team to reprioritize the backlog and work on the item at the top.

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 12**

The business analyst (BA) implementing Salesforce at Cloud Kicks is interacting with many different people throughout the company. Some of the subject matter experts (SMEs) are difficult to engage, and the BA is struggling to get the information they need.

What should the BA do when they find it difficult to get a response?

- A. Put extra effort into following up with the SMEs.
- B. Limit effort to contact the unresponsive SMEs.
- C. Escalate the concern to the SMEs' manager.

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 13**

Cloud Kicks (CK) wants its sales team to use Sales Cloud to decrease its lead conversion time. The business analyst (BA) will analyze and break down CK's typical sales cycle.

How can process mapping help the BA get started on this project?

- A. It can display complex ideas in a consistent format, highlight blockers and impediments to help stakeholders quickly assess issues in the sales cycle, and see the project timeline at a glance.
- B. It can show the relationship between the steps and actions in the sales cycle to communicate and understand the current state, and to identify areas for improvement.
- C. It can model changes in the current customer experience, analyze each change's potential for impact, and help visualize potential improvements in the sales cycle in advance of the solution design.

**Answer: A (LEAVE A REPLY)**

#### **NEW QUESTION: 14**

Northern Trail Outfitters is getting ready to enter the user acceptance testing (UAT) phase of its latest Salesforce project. The business analyst (BA) plans to solicit and document sign-offs from the business as part of the UAT process.

Which sign-offs should the BA seek?

- A.** Test cases to implement, individual test case functionality, and final go live date
- B.** Test cases to implement, user stories, and final go live date
- C.** Functional requirements, individual test case functionality, and final go live date

**Answer: A (LEAVE A REPLY)**

#### **NEW QUESTION: 15**

At Cloud Kicks (CK), the marketing director's management style is results-driven. CK uses scrum methodology when developing improvements to its Salesforce org. The director requests urgent enhancements in the middle of a sprint that require changes by the development team. The director believes their needs are of the highest importance.

What should the business analyst do when disruptions to the project occur?

- A.** Ask the project manager for an additional resource to implement the new requests.
- B.** Focus on the agreed upon deliverables instead of the new requests to prevent overallocation of resources.
- C.** Interpret the requests as guidelines to be used when determining priorities for the upcoming release.

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 16**

Universal Containers wants to integrate its Salesforce org with the largest online professional network so its sales reps can view information directly on Salesforce records. The business analyst will write acceptance criteria for this scenario.

What is an example of good acceptance criteria?

- A.** Install a CRM widget to allow sales reps to view information in the Lead and Contact records.
- B.** A sales rep needs to have the CRM widget installed in the Lead and Contact Record Page Layout.
- C.** A sales rep can view current information directly in the Lead and Contact records.

**Answer: A (LEAVE A REPLY)**

**Valid Certified-Business-Analyst Dumps** shared by Actual4test.com for Helping Passing Certified-Business-Analyst Exam! Actual4test.com now offer the **newest Certified-Business-Analyst exam dumps**, the Actual4test.com Certified-Business-Analyst exam **questions have been updated** and **answers have been corrected** get

the **newest** Actual4test.com Certified-Business-Analyst dumps with Test Engine here:  
[https://www.actual4test.com/Certified-Business-Analyst\\_examcollection.html](https://www.actual4test.com/Certified-Business-Analyst_examcollection.html) (315 Q&As  
Dumps, **30%OFF Special Discount: Freepdfdumps**)

#### **NEW QUESTION: 17**

During the discovery phase of a Salesforce project, which types of analyses should a business analyst typically perform?

- A. Financial, Technical, Operational
- B. Technical, Stakeholder, Enterprise
- C. Enterprise, Strategy, Stakeholder

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 18**

Universal Containers (UC) uses a Salesforce org. UC is merging with a sister company that uses a different CRM. The incoming sales team is reluctant to change to a different process. The business analyst (BA) has been asked to help reach consensus and drive adoption.

Which group is well positioned to help the BA secure alignment for the initiative?

- A. Power users and top sales earners
- B. System admin and project manager
- C. Executive sponsors and sales leadership

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 19**

Universal Containers has asked a business analyst (BA) to assist the sales management team with a request for a new picklist field called "Lost Reason" on the Opportunity object with the goal of improving pipeline reports. After mapping the managers to the sales leader persona and obtaining feedback from them, the BA has discovered that the managers want to better understand Closed/Lost Opportunities so they can help sales teams close more deals.

Which option should the BA use to construct the user story?

- A. As a sales team member, I need additional enablement training and reporting information to help me improve close rates.
- B. As a sales leader, I want to see more details on Closed/Lost Opportunities so I can help the sales team improve close rates.
- C. AS a sales leader, I need a new "Closed/Lost Reason" picklist field on Opportunities and better reports to help the sales team improve close rates.

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 20**

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

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

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 21**

A business analyst at Universal Containers has begun user acceptance testing for a new Experience Cloud implementation with the project team. A major gap for one of the personas was identified in the documented scenarios.

What went wrong?

- A. Failure to include all stakeholders in the requirements gathering process
- B. Failure to perform thorough unit testing during the development process
- C. Failure to validate the application against the functional requirements

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 22**

The North American (NA) sales team wants to add a set of new fields and delete several fields from the Account object. During requirements gathering, the business analyst (BA) discovers the fields are actively being used by the EMEA team.

Which step should the BA take next?

- A. Start another project to address the EMEA team's requirements.
- B. Refine the requirements to accommodate, both teams.
- C. Focus on the NA team's requirements.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 23**

Universal Containers has asked a business analyst (BA) to create a process map indicating how it is using Marketing Cloud to manage its campaigns. In a process map that uses Universal Process Notation (UPN), the BA has marked each activity box with a resource.

What does an activity box marked "C Customer" mean?

- A. The customer should be consulted.
- B. The customer should be informed.
- C. The customer should be responsible.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 24**

Northern Trail Outfitters (NTO) has completed a project with a third-party event organization platform to enhance its MVP Experience Site. Many features were left in the

project backlog. NTO's IT team is beginning a new phase of work on the Experience Site to build additional features requested by business stakeholders and wants to include the items that were left in the backlog in the first phase.

How should the business analyst coordinate the user stories to most efficiently manage the new project timeline?

- A.** Reprioritize existing and new user stories to place the stories into each sprint of the project. Return an equivalent amount of lower priority work to the project backlog.
- B.** Include existing and new user stories to be completed within the duration of the project. Hire additional developers to accommodate both work streams to prevent delays within the scheduled sprints.
- C.** Prioritize user stories for the new enhancements for the initial sprints of the project to accommodate business stakeholder requests. Complete existing user stories in the final sprint of the project.

**Answer: A (LEAVE A REPLY)**

#### **NEW QUESTION: 25**

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.** Ask the stakeholder to demo their solution to the project team.
- C.** Gather requirements and then note the proposal solution.

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 26**

Universal Containers recently kicked off a project to build an Experience Cloud solution for partners. Partners need to upload their monthly sales reports to this account portal.

Which option should the business analyst use as the functional requirement specification?

- A.** The portal should allow for partners to upload monthly sales reports.
- B.** The portal should allow for partners to access monthly sales reports.
- C.** Partners need to submit monthly sales reports.

**Answer: A (LEAVE A REPLY)**

#### **NEW QUESTION: 27**

As part of the digital transformation at Cloud Kicks, company leaders have decided to adopt Service Cloud as its CRM platform for customer service and support. Executive directors are supportive of the initiative, but end users are unconvinced and prefer to remain on the current platform.

What should the business analyst do to gain the end users' cooperation?

**A.** Respond to end users with empathy and accommodate their needs; translate the end users' needs into technical requirements; and deliver the project to the developers to implement the solution.

**B.** Identify key stakeholders and develop relationships with them as a trusted advisor; involve stakeholders and end users in the design of the new solution; and act as a liaison between business and technical teams.

**C.** Use an assertive influencing style; demonstrate authority and expertise; outline the project objectives; and make sure end users know that the decision has been made and the time to make changes has passed.

**Answer: B (LEAVE A REPLY)**

### **NEW QUESTION: 28**

Cloud Kicks has moved into the quality assurance (QA) phase of Salesforce product configuration and extension. The QA team is now trying to confirm it has delivered value to stakeholders based on business requirements. The team is asking questions such as, "Did we build the right product?" and "Did we build the product right?"

Which element should the business analyst use to help the QA team validate that the product fulfilled the requirements without ambiguity?

**A.** Process maps

**B.** User stories

**C.** Acceptance criteria

**Answer: C (LEAVE A REPLY)**

### **NEW QUESTION: 29**

Universal Containers is developing a new recruitment app using Service Cloud. The project team has started writing user stories including:

"As a human resources (HR) manager, I need to document the progress of a candidate's submission so I can manage the candidate's application throughout the recruiting process."

What is one definition of done for this user story?

**A.** The Candidate Status field can be updated.

**B.** The Candidate object has Edit access.

**C.** The acceptance criteria has been approved.

**Answer: (SHOW ANSWER)**

### **NEW QUESTION: 30**

An executive at Cloud Kicks has tasked the internal Salesforce staff with the optimization of a very manual process in its Salesforce org,

What should the business analyst do first before a future state is proposed to key stakeholders?

**A.** Discuss project trade-offs with the executive sponsor.

**B.** Manage project integrations with the technical team.

C. Hold a kickoff meeting to set expectations with the project team.

**Answer: A (LEAVE A REPLY)**

### NEW QUESTION: 31

A business analyst (BA) is working on a request from a sales leader at Universal Containers. The sales leader has noticed the quality of information on new leads has declined recently. After completing their initial research, the BA concludes that the Salesforce lead intake form needs to be updated to include only essential information. Since several sales teams use the intake form, the BA must get alignment from all of the groups.

How does whiteboarding help the BA collaborate with multiple stakeholders?

**A.** It provides a script to follow with suggested questions and prompts, identifies exactly what each group needs in order to be successful, and the final version acts as the business requirements document.

**B.** It builds a shared understanding of the current state, creates a space for everyone to contribute since the activity feels shared, and guides the conversation while maintaining engagement.

**C.** It provides a single document in a central location for stakeholders to contribute, allowing each group to provide feedback on their own, instead of requiring everyone to meet and discuss together.

**Answer: (SHOW ANSWER)**

**Valid Certified-Business-Analyst Dumps** shared by Actual4test.com for Helping Passing Certified-Business-Analyst Exam! Actual4test.com now offer the **newest Certified-Business-Analyst exam dumps**, the Actual4test.com Certified-Business-Analyst exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com Certified-Business-Analyst dumps with Test Engine here: [https://www.actual4test.com/Certified-Business-Analyst\\_examcollection.html](https://www.actual4test.com/Certified-Business-Analyst_examcollection.html) (315 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

### NEW QUESTION: 32

Universal Containers (UC) is working with an implementation partner to help it optimize Salesforce. A new business analyst (BA) from the partner was introduced to UC stakeholders a few weeks into the project. The BA is getting to know each of the stakeholders by their roles and contributions. However, the BA had one misstep and is slightly embarrassed.

What should the BA do to build trust with the stakeholders?

**A.** Promise to work harder to avoid other mistakes.

**B.** Be vulnerable and own their mistake.

C. Ask their supervisor for help immediately.

**Answer: B (LEAVE A REPLY)**

### **NEW QUESTION: 33**

The product development team at Northern Trail Outfitters is creating a process within Salesforce to onboard new retail employees. The business analyst (BA) creates a current state process map by interviewing a few members of the onboarding team using email questionnaires. After presenting the process map to the entire onboarding team, the BA receives feedback that it is incorrect.

What should the BA do to provide the product development team with more accurate information about the onboarding team's process?

**A.** Meet with key project stakeholders in a live workshop to build consensus on the current and desired onboarding processes.

**B.** Conduct individual interviews with each team member to gather more information about the existing onboarding process.

**C.** Review survey feedback again to better understand pain points in the existing onboarding process.

**Answer: A (LEAVE A REPLY)**

### **NEW QUESTION: 34**

A business analyst (BA) at Northern Trail Outfitters is preparing for a user acceptance testing (UAT) session for a global Sales Cloud project.

What should the BA do to engage the business most effectively during UAT"?

**A.** Work with quality assurance analysts to collaborate in writing, reviewing and executing UAT scenarios, providing feedback, and approval for release.

**B.** Work business stakeholders to collaborate in writing, reviewing, and executing UAT scenarios, providing feedback, and approval for release.

**C.** Hand or ownership for writing, reviewing, and executing UAT scenarios, providing feedback, and approval for release to business stakeholders.

**Answer: B (LEAVE A REPLY)**

### **NEW QUESTION: 35**

Universal Containers (UC) needs a Quip template to create Account plans. UC's business analyst has been tasked with documenting requirements for this initiative. During one of the business requirements gathering sessions, a sales manager notes that it's important the new template is user-friendly and only accessible to the account team.

Which option captures this requirement?

**A.** Make the template user-friendly and accessible only by members of the account team.

**B.** The sales manager can make the template user-friendly.

**C.** Accessible by members of the account team.

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 36**

The Salesforce information technology (IT) team has built a solution in a sandbox for a cross-functional project to implement Customer 360. It is time for user acceptance testing (UAT).

What is a business analyst's role during UAT?

- A.** Assist in building the requirements using standard functionality so IT can focus on code-related scenarios.
- B.** Document user stories and clarify business needs so IT can deliver results based on the requirements.
- C.** Coordinate stakeholder participation and notify the team when scenarios fail so IT can solve potential problems prior to go live.

**Answer:** [\(SHOW ANSWER\)](#)

**NEW QUESTION: 37**

A business analyst (BA) is preparing for user acceptance testing for case management scenarios in Service Cloud.

What should the BA do to help prevent gaps from being discovered after go live?

- A.** Streamline testing by limiting the number of testers involved.
- B.** Focus more on happy path testing and less on edge case testing.
- C.** Write test scripts that reflect real life and cover the requirements.

**Answer:** **C** [\(LEAVE A REPLY\)](#)

**NEW QUESTION: 38**

The business analyst (BA) at Northern Trail Outfitters is getting ready to kick off a new Service Cloud project with the retail division to turn on the Web-to-Case functionality. The BA wants to better understand business processes so they can accurately scope the project.

Which type of documentation should the BA utilize?

- A.** Use cases
- B.** Current state analysis
- C.** Object models

**Answer:** **B** [\(LEAVE A REPLY\)](#)

**NEW QUESTION: 39**

Cloud Kicks wants to assess the efficiency of its Sales Cloud solution to eliminate unnecessary steps and cut costs. A business analyst (BA) will give a presentation to executives to help them understand the current state and define the future state.

Which document should the BA use for the presentation?

- A.** A collection of use cases
- B.** A persona journey map

C. A business process model

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 40**

Northern Trail Outfitters (NTO) wants to leverage the power of Sales Cloud to implement its lead to cash process. A business analyst (BA) is tasked with understanding NTO's current processes, identifying areas of improvement, and communicating it effectively to stakeholders.

What should the BA use to accomplish the goal?

- A. Business analysis plan
- B. Change management
- C. Process mapping

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 41**

Which of the following User Management terms is best described by this definition: "Record created to identify a new employee that starts accessing Salesforce"

- A. Salesforce characters
- B. Roles
- C. Users
- D. Profiles

Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 42**

Cloud Kicks (CK) has expressed concerns about the distribution process for a new line of shoes, because the company consistently misses its targeted delivery dates. CK asks the business analyst (BA) to uncover the issue and propose a business solution.

What should the BA do next?

- A. Explore how retailers similar to CK handle distribution.
- B. Review future state distribution processes for CK.
- C. Shadow an operations team member at the CK distribution facility.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 43**

The business analyst (BA) at Northern Trail Outfitters needs to create a current state process map for a Service Cloud implementation with its retail division. The BA needs a simple diagramming notation for the process map that is applicable across all industries, provides context for metrics and management decisions, and supports regulatory considerations.

Which diagramming notation should the BA use for the process map?

- A. Unified Modeling Language (UML)

**B.** Business Process Modeling Notation (BPMN)

**C.** Universal Process Notation (UPN)

**Answer: A** ([LEAVE A REPLY](#))

#### **NEW QUESTION: 44**

Northern Trail Outfitters (NTO) has noticed that many customers are posting to social media about issues they are having with a new product. The services team is looking for easy ways to engage with these customers and resolve their complaints. During the first discovery meeting of the project, the business analyst (BA) hears that the VP of services and support wants to implement Omni-Channel for NTO's Service Cloud.

What should the BA do first to ensure the ongoing success of the project?

**A.** Configure a proof-of-concept demo within a sandbox environment to show the pros and cons of the requested solution.

**B.** Encourage the project stakeholders to think of various ways to solve cases different before deciding on a specific solution.

**C.** Produce a gap analysis document that will show the ways the requested solution can solve the limitations of NTO's current system.

**Answer: (**[SHOW ANSWER](#)**)**

#### **NEW QUESTION: 45**

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.** Organize requirements.

**C.** Prioritize requirements.

**Answer: C** ([LEAVE A REPLY](#))

#### **NEW QUESTION: 46**

A business analyst (BA) is compiling a list of subject matter experts to consult throughout the discovery for a new Service Cloud implementation.

What is the primary value of the BA speaking with customer service reps?

**A.** Estimating the project cost

**B.** Building solution design consensus

**C.** Validating current processes

**Answer: C** ([LEAVE A REPLY](#))

**Valid Certified-Business-Analyst Dumps** shared by Actual4test.com for Helping Passing Certified-Business-Analyst Exam! Actual4test.com now offer the **newest Certified-Business-Analyst exam dumps**, the Actual4test.com Certified-Business-Analyst exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com Certified-Business-Analyst dumps with Test Engine here: [https://www.actual4test.com/Certified-Business-Analyst\\_examcollection.html](https://www.actual4test.com/Certified-Business-Analyst_examcollection.html) (315 Q&As Dumps, **30%OFF** Special Discount: **Freepdfdumps**)

**NEW QUESTION: 47**

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

**Answer: (SHOW ANSWER)**

**Valid Certified-Business-Analyst Dumps** shared by Actual4test.com for Helping Passing Certified-Business-Analyst Exam! Actual4test.com now offer the **newest Certified-Business-Analyst exam dumps**, the Actual4test.com Certified-Business-Analyst exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com Certified-Business-Analyst dumps with Test Engine here: [https://www.actual4test.com/Certified-Business-Analyst\\_examcollection.html](https://www.actual4test.com/Certified-Business-Analyst_examcollection.html) (315 Q&As Dumps, **30%OFF** Special Discount: **Freepdfdumps**)