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The KPI Institute Certified KPI Professional Exam Sample Questions (Q76-Q81):

NEW QUESTION # 76

Which KPI should be used to balance "New customers (#)"?

- A. Profitable customers (%)
- B. Time to process orders (# / time)
- C. Increase market share to 20% by the end of the year
- D. Customer complaints due to poor service or product quality (%)

Answer: A

Explanation:

"New customers (#)" can be increased by acquiring low-fit or low-margin customers, which may harm profitability and strain operations. A strong balancing KPI is profitable customers (%), because it ensures growth is healthy and sustainable-new customer acquisition should improve the quality of the customer base, not just the count. Option D is an objective/goal statement, not a KPI selection. "Time to process orders" is operational and may be impacted by growth, but it's a capacity/efficiency measure rather than the primary balance to acquisition quality. Complaints are useful as a quality guardrail, but they don't directly ensure the customers acquired are economically attractive; you can have low complaints and still have unprofitable customers. Measurement challenges include defining "profitable" (contribution margin after variable costs, CAC payback, lifetime value) and ensuring profitability is assessed over an appropriate time window. In practice, acquisition metrics are best balanced by unit economics (LTV/CAC, gross margin, payback period) and retention, so teams don't optimize top-line growth at the expense of long-term value.

NEW QUESTION # 77

Which is the calculation formula for "On-time arrivals (%)"?

- A. $(A / B) * 100$, where A = # On-time arrivals and B = # Arrivals
- B. None of the answers
- C. $[(B \# A) / B] * 100$, where A = # On-time arrivals and B = # Arrivals
- D. $(A1 + A2 + \dots + An) / n$, where A = trip completion time (days) and n = # Trips completed

Answer: A

Explanation:

"On-time arrivals (%)" is a classic ratio KPI : the number of arrivals that met the on-time definition divided by total arrivals, multiplied by 100. Option B matches that structure directly: $(\text{on-time arrivals} / \text{total arrivals}) \times 100$. Option A calculates the complement (late arrivals as a percentage), not on-time arrivals.

Option D is an average duration calculation, which is a different type of measure (cycle time) and not an on-time percentage. A key measurement challenge is defining "on-time" precisely-e.g., arrival within 5 minutes of schedule, or within a contractual window. The KPI documentation should specify: time window, inclusion

/exclusion rules (canceled trips, rescheduled arrivals), time source (system timestamp vs manual entry), and how partial data is handled. Without consistent definitions, the KPI becomes easy to dispute and hard to improve. This KPI is also sensitive to data accuracy (clock sync, GPS timestamps), so activation should include data validation checks and ownership for corrections.

NEW QUESTION # 78

In which stage of the Value Flow Analysis should "Budget (\$)" be allocated?

- A. Output
- B. Process
- C. Outcome
- D. Input

Answer: D

Explanation:

In Value Flow Analysis, inputs are the resources invested to enable work to happen—money, people, time, tools, and materials. A budget is a financial resource allocated upfront (or periodically) to fund operations and initiatives, so it belongs in the Input stage. Outputs are what the process produces (e.g., number of completed services), the process stage focuses on how work is performed (cycle time, rework, utilization), and outcomes reflect the results achieved (customer satisfaction, retention, safety outcomes). Placing budget in "Input" supports a clear line of sight: inputs # process performance # outputs # outcomes. This structure helps teams design balanced dashboards: if outcomes are poor, you can assess whether input levels are sufficient, whether processes are inefficient, or whether outputs are misaligned with customer needs. A common selection mistake is treating budget itself as a KPI; the KPI is usually something like budget variance, cost per unit, or ROI—budget is the resource baseline. Mapping budget correctly in Value Flow Analysis improves planning, accountability, and performance analysis.

Batch 6 (Questions 26-30)

NEW QUESTION # 79

Which of the following is a data collection tool?

- A. Reminder email
- **B. Data gathering template**
- C. Dashboard
- D. Scorecard

Answer: B

Explanation:

A data collection tool is something used to capture and submit KPI data in a structured, repeatable way.

A data gathering template (spreadsheet form, standardized input sheet, online form) is designed specifically for this purpose: it defines required fields, formats, validation rules, and the submission structure needed for reporting. A scorecard and dashboard are primarily reporting/visualization tools—they present results but do not inherently collect raw data. A reminder email supports compliance with deadlines, but it is not a data collection tool; it does not structure or validate the data itself. In KPI activation, the goal is to reduce errors and manual rework by standardizing collection methods and ensuring consistent definitions. Templates help address common data gathering challenges: missing fields, inconsistent units, wrong time periods, and unclear ownership. Strong practice also includes version control, clear submission deadlines, and built-in checks (drop-downs, mandatory fields, range validation). When possible, organizations should automate collection from source systems, but when manual input is required, templates are the practical tool that improves completeness and accuracy.

NEW QUESTION # 80

Which of the statements below represents a stage of the Value Flow Analysis?

- **A. Output**
- B. Effectiveness
- C. All the answers
- D. Efficiency

Answer: A

NEW QUESTION # 81

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