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ECBA Exam Blueprint

Business Analysis Knowledge

Business analysis and the BA professional	2.5%
Business analysis key concepts	5%
Underlying competencies	5%
Techniques	17.5%

BABOK® Guide Knowledge Areas

Business analysis planning and monitoring	5%
Elicitation and collaboration	20%
Requirements life cycle management	20%
Requirements analysis and design definition	25%

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IIBA Entry Certificate in Business Analysis (ECBA) Sample Questions (Q38-Q43):

NEW QUESTION # 38

When the focus of the specifying and modelling activity is on a solution, the output is referred to as:

- A. requirement.
- B. value.
- **C. design.**
- D. need.

Answer: C

Explanation:

When the focus of specifying and modeling is on how a solution will meet requirements, the output is referred to as a design.

According to the BABOK Guide v3, design is the usable representation of a solution. It describes the solution components and how they interact to fulfill business needs. This is distinct from requirements, which describe the "what" rather than the "how."

Requirements = What the solution must do Design = How the solution will do it BABOK Reference:

Requirements Analysis and Design Definition knowledge area explains that specifying and modeling can result in either requirements or designs depending on the focus of the activity.

NEW QUESTION # 39

Which of the following tasks is part of the business analysis planning and monitoring knowledge area?

- A. Assess solution limitations
- B. Trace requirements
- **C. Plan stakeholder engagement**
- D. Analyze current state

Answer: C

Explanation:

Explanation/Reference:

BABOK v.3.0 - IIBA (31)

NEW QUESTION # 40

While assessing requirements changes, a business analyst (BA) will determine the formality of the assessment process based on:

- A. potential value.
- B. business analysis approach.
- C. change strategy.
- **D. governance approach.**

Answer: D

Explanation:

While assessing requirements changes, a business analyst (BA) determines the formality of the assessment process based on the governance approach. The governance approach provides the framework within which changes are evaluated and decisions are made regarding the approval or rejection of changes. This approach outlines the processes, roles, responsibilities, and standards that guide how changes are managed, ensuring that changes align with organizational policies and strategic objectives .

NEW QUESTION # 41

(An organization faces declining customer satisfaction, leading to a drop in sales. As a business analysis professional, why is it important to deeply understand the problem?)

- A. To propose solutions and produce timely results
- B. To address stakeholders ' opinions and perspectives
- **C. To unravel complexities and identify underlying issues**
- D. To compare performance with industry competitors

Answer: C

Explanation:

The correct answer is A because ECBA-aligned BABOK guidance emphasizes that business analysis starts with understanding the

business need, which includes the problem or opportunity that must be addressed.

IIBA states that business needs are the problems and opportunities of strategic importance faced by the organization, and BABOK root cause analysis is specifically used to identify and evaluate the underlying causes of a problem. That is why a business analyst must first deeply understand the problem before jumping to solutions.

Option A is the best choice because declining customer satisfaction and falling sales are often only symptoms

. A deeper analysis helps uncover what is really causing the issue, such as poor service quality, delays, product defects, weak communication, pricing concerns, or unmet customer expectations. BABOK's analytical thinking and problem-solving competency also supports the need to analyze problems effectively rather than reacting only to surface-level signs.

Option B is important in business analysis because stakeholder perspectives do matter, but that is not the primary reason for deeply understanding the problem in this question. Stakeholder input helps inform the analysis, yet the main purpose is still to identify the real issue behind the business need.

Option C may be useful in strategic analysis, but comparing with competitors does not directly explain why the analyst must deeply understand the problem itself. Benchmarking can provide context, but it does not replace root cause analysis of the organization's own issue.

Option D is incorrect because BABOK-based analysis warns against moving too quickly into solution mode.

The analyst should first understand the need and the cause of the issue before proposing solutions. Otherwise, the organization may solve the wrong problem.

NEW QUESTION # 42

For which part of an initiative is the business analyst (BA) responsible?

- A. Approving solution execution plans
- B. Authorizing the project
- C. Defining the solution approach
- D. Accepting risk mitigation plans

Answer: C

Explanation:

A Business Analyst (BA) is primarily responsible for bridging the gap between business needs and technological solutions. They play a pivotal role in defining the solution approach, which includes understanding and interpreting both the business and technical aspects of a project. This involves identifying, analyzing, and documenting business requirements, and ensuring that the proposed solutions meet these requirements. BAs are not typically responsible for authorizing projects, approving execution plans, or accepting risk mitigation plans, as these tasks are generally within the purview of project managers or other stakeholders.

References: The roles and responsibilities of a BA include requirement gathering and analysis, stakeholder management, business process modeling, solution assessment and validation, and requirement communication¹². The BABOK Guide also emphasizes the BA's role in defining needs and recommending solutions that deliver value to stakeholders³⁴⁵⁶. These responsibilities align with the task of defining the solution approach, as it involves articulating needs, designing solutions, and ensuring alignment with business objectives⁷.

NEW QUESTION # 43

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