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IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample

Questions (Q17-Q22):

NEW QUESTION # 17

Which of the following is a technique used with users or customers to validate understanding of the value and priority of features of a product?

- A. \$100 test
- B. Product roadmap
- C. Empathy map
- D. Value proposition canvas

Answer: A

Explanation:

The \$100 test is a prioritization technique where users or customers allocate a hypothetical budget (e.g., \$100) across features, helping validate their perceived value and priority for the product.

NEW QUESTION # 18

Market assessment findings based on what is delivered, will have an impact on the:

- A. user experience of the product.
- B. delivery team structure.
- C. role of a product ownership analysis (POA) practitioner.
- D. product scope and features.

Answer: D

Explanation:

Market assessment findings influence the product scope and features by providing insights that guide adjustments to ensure the product remains competitive and aligned with market needs.

NEW QUESTION # 19

Engaging in observation uses the following to gain insights:

- A. visible and hidden observation.
- B. planned and unplanned observation.
- C. disguised and undisguised observation.
- D. passive and active observation.

Answer: D

Explanation:

Observation can be passive or active, enabling the POA practitioner to gather insights by either unobtrusively monitoring behavior or actively engaging with the situation being observed.

NEW QUESTION # 20

Product ownership analysis (POA) practitioners work collaboratively with the stakeholders and the team to develop an empirical product strategy with inputs from:

- A. product vision, product-market fit, value proposition.
- B. stakeholder analysis, market fit, gap analysis.
- C. observation, product roadmap, product fit.
- D. value analysis, product analysis, goal orientation.

Answer: A

Explanation:

An empirical product strategy is developed using inputs from the product vision, product-market fit, and value proposition, ensuring

the strategy is customer-focused, market-relevant, and aligned with delivering value.

NEW QUESTION # 21

When do product ownership analysis (POA) practitioners conduct stakeholder analysis?

- A. Early in the product delivery process and updated as the work progresses
- B. Early in the product delivery process and once at the end
- C. When all the stakeholders have been identified
- D. Once the product has been delivered

Answer: A

Explanation:

POA practitioners conduct stakeholder analysis early in the product delivery process and continuously update it as work progresses to maintain alignment with evolving stakeholder needs and priorities.

NEW QUESTION # 22

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