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### IIBA Entry Certificate in Business Analysis (ECBA) Sample Questions (Q11-Q16):

#### NEW QUESTION # 11

Which cost is estimated based on the alternative results that might have been achieved if the resources devoted to one design option had been allocated to another design option?

- A. Implementation
- B. Maintenance
- C. Purchase
- **D. Opportunity**

**Answer: D**

#### NEW QUESTION # 12

Which of the following techniques would a business analyst (BA) use to conduct elicitation?

- A. Prioritization
- B. Estimation
- **C. Observation**
- D. Reviews

**Answer: C**

Explanation:

<https://www.fast2test.com/ECBA-practice-test.html> 11

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elicitation techniques

Reference: <https://www.bridging-the-gap.com/elicitation-techniques-business-analysts/>

#### NEW QUESTION # 13

You are working as a Business Analyst for your organization and are working on Elicitation & collaboration. Which stakeholder can ensure that all needed resources and people are available during elicitation?

- A. Sponsor
- B. Domain subject matter experts
- C. Operational Support
- **D. Project Manager**

**Answer: D**

#### NEW QUESTION # 14

The process of assigning requirements to solution components and releases to best achieve the objectives is called:

- A. requirements architecture.
- **B. requirements allocation.**
- C. requirements traceability.
- D. requirements classification schema.

**Answer: B**

Explanation:

Requirements allocation is the process of assigning requirements to solution components and releases to ensure that the objectives are met effectively. It involves determining which requirements will be addressed in which components of the solution and in which release they will be delivered. This process helps in managing the scope of the project, ensuring that all requirements are accounted for and appropriately assigned for implementation.

References: The information aligns with the practices described in the Business Analysis Body of Knowledge (BABOK) Guide, which is the standard for the practice of business analysis and guides professionals within the six core knowledge areas, describing the skills, deliverables, and techniques that business analysis professionals require to achieve better business outcomes<sup>1</sup>.

#### NEW QUESTION # 15

Who is responsible for discovering, synthesizing, and analyzing information within an enterprise?

- A. Programmer
- B. Project sponsor
- C. Project manager
- D. Business analyst

Answer: D

Explanation:

The role of a business analyst is pivotal in discovering, synthesizing, and analyzing information from various sources within an enterprise. This includes gathering data from tools, processes, documentation, and stakeholders. Business analysts are tasked with eliciting the true needs of stakeholders, which often involves investigating and clarifying their expressed desires to determine underlying issues and causes. They play a crucial role in aligning the designed and delivered solutions with the needs of stakeholders, ensuring that the outcomes meet business objectives effectively.

References: This definition and explanation of the business analyst's responsibilities are consistent with the standards set by the International Institute of Business Analysis (IIBA) and the Business Analysis Body of Knowledge (BABOK) Guide<sup>123</sup>.

#### NEW QUESTION # 16

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