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### BCS Foundation Certificate in Business Analysis V4.0 Sample Questions (Q59-Q64):

#### NEW QUESTION # 59

An analyst investigating a finance system wishes to build rapport with individual stakeholders and investigate in detail each stakeholder's views.

Which of the following techniques should the analyst use?

- A. Questionnaires.
- **B. Interviewing.**
- C. Special purpose records.
- D. Document analysis.

**Answer: B**

#### NEW QUESTION # 60

AlpineTrails is a company that specialises in offering tailored walking holidays. The company was set up by two people, who each own 50% of the business. AlpineTrails books hotels, transport and equipment to create bespoke holidays for AlpineTrails customers. An agreement was recently reached with WalkNation, a national walking organisation, for AlpineTrails to provide a number of special holidays for its members. These will be branded as WalkNation Holidays. AlpineTrails will be responsible for organising the holidays but WalkNation will undertake the marketing and booking of these special holidays for its members. As well as customers, which THREE stakeholder groups are represented in this scenario?

- **A. Partner**
- **B. Owner**
- C. Manager.
- D. Competitor
- **E. Supplier**

**Answer: A,B,E**

Explanation:

To identify the stakeholder groups represented in the scenario, we need to analyze the relationships and roles described:  
Stakeholder Groups in the Scenario:

Owner:

The two founders of AlpineTrails, who each own 50% of the business, are clearly stakeholders as owners. They have a vested interest in the success of the business and its partnerships.

Partner:

WalkNation is described as a partner organization that collaborates with AlpineTrails to offer special holidays for its members. This partnership involves shared responsibilities (marketing and booking by WalkNation, holiday organization by AlpineTrails).

Supplier:

AlpineTrails books hotels, transport, and equipment to create bespoke holidays. These entities (hotels, transport providers, equipment suppliers) are suppliers to AlpineTrails and play a critical role in delivering the holidays.

Manager:

While managers may exist within AlpineTrails, they are not explicitly mentioned in the scenario. Therefore, this group is not represented.

Competitor:

Competitors are not mentioned or implied in the scenario, so this group is not represented.

Evaluation of Each Option:

A . Owner:

The two founders of AlpineTrails are explicitly described as owners.

Conclusion: This is a relevant stakeholder group .

B . Partner:

WalkNation is explicitly described as a partner.

Conclusion: This is a relevant stakeholder group .

C . Supplier:

Hotels, transport, and equipment providers are implicitly described as suppliers.

Conclusion: This is a relevant stakeholder group .

D . Manager:

Managers are not explicitly mentioned in the scenario.

Conclusion: This is not a relevant stakeholder group .

E . Competitor:

Competitors are not mentioned or implied in the scenario.

Conclusion: This is not a relevant stakeholder group .

### NEW QUESTION # 61

Which modelling technique organises the business analyst's thinking by using a series of topic-related branches and sub-branches radiating from a central point?

- A. Mind map.
- B. Entity relationship diagram
- C. Business analysis process model
- D. Process map.

**Answer: A**

Explanation:

The technique described is a Mind map. A Mind Map is a non-linear, visual tool used for structuring information and generating ideas around a central concept. It is characterized by having a central image or topic from which topic-related branches and sub-branches radiate. The structure helps the business analyst (or a group in a workshop) to organize complex, unstructured thoughts, visualize associations, and explore an area holistically. This technique is often used in the initial stages of investigation, such as problem analysis or requirements elicitation, to help gain a broad understanding of the scope and related issues. This is distinct from a Process map (which shows the flow of activities), an Entity relationship diagram (which models data structures), or the Business analysis process model (which models the BA's work steps).

(Reference: BCS Foundation Certificate in Business Analysis / BCS Business Analysis Practice - Investigative Techniques, Mind Maps)

### NEW QUESTION # 62

Which of the following statements is TRUE?

- A. It is preferable for the calculated IRR of a project to be below bank interest rates,
- B. Discounted cash flows do not usually take into account the time value of money.
- C. When comparing two projects, the one with the lower NPV should be preferred.
- D. The IRR of every project is based on it achieving a Net Present Value of zero.

**Answer: D**

### NEW QUESTION # 63

Which of the following may be used as a basis for scripting acceptance tests?

- A. Mind maps,
- B. Stepwise refinement
- C. Scenario analysis.
- D. Context diagrams.

**Answer: C**

## NEW QUESTION # 64

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