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The ECBA certification exam is a computer-based exam that consists of 50 multiple-choice questions. ECBA exam is designed to test the candidate's knowledge of the Business Analysis Body of Knowledge (BABOK) guide, which is a comprehensive framework for business analysis developed by the IIBA. ECBA exam covers topics such as business analysis planning and monitoring, requirements analysis and design, solution evaluation, and more.

To be eligible for the ECBA Certification, candidates must have a minimum of 21 hours of professional development in the field of business analysis. This can be achieved through training courses, workshops, or other professional development activities. Candidates must also agree to the IIBA Code of Conduct and pass the ECBA certification exam.

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IIBA Entry Certificate in Business Analysis (ECBA) Sample Questions (Q93-Q98):

NEW QUESTION # 93

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

Answer: B

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 # 94

Which approach aligns to approval of requirements at the end of a phase?

- A. Adaptive
- B. Modelling
- C. Predictive
- D. Prioritization

Answer: C

Explanation:

Approval of requirements and designs may be formal or informal. Predictive approaches typically perform approvals at the end of the phase or during planned change control meetings.

NEW QUESTION # 95

What task is performed to ensure that all requirements align to the business need?

- A. Model Requirements
- B. Validate Requirements
- C. Prioritize Requirements
- D. Define Requirements

Answer: B

Explanation:

The task performed to ensure that all requirements align with the business need is 'Validate Requirements'.

This process involves confirming that stakeholder, solution, and transition requirements are in line with the business requirements. It ensures that the designs satisfy the requirements and that both requirements and designs deliver business value and support the organization's goals and objectives. Validation is an ongoing activity that plays a crucial role in the business analysis process, as it helps to ensure that the project delivers the intended value and meets the needs it was designed to address.

The information about the validation of requirements aligning to business needs is supported by the Business Analysis Body of Knowledge (BABOK) and other educational materials provided by the International Institute of Business Analysis (IIBA), which emphasize the importance of this task in the business analysis process 1 .

NEW QUESTION # 96

What is a risk that business analysts (BAs) look for when managing stakeholder engagement?

- A. Delayed approvals
- B. Scope creep
- C. Resource shortfalls
- D. Inaccurate cost estimated

Answer: B

Explanation:

In the context of managing stakeholder engagement, business analysts (BAs) are particularly vigilant about the risk of scope creep. Scope creep refers to the uncontrolled expansion of project scope without adjustments to time, cost, and resources, which can occur when new requirements are added to the project without proper review. It is a common challenge in project management that can lead to project delays, budget overruns, and can compromise the quality of the final deliverable.

NEW QUESTION # 97

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

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

Answer: A

Explanation:

In the context of business analysis, elicitation is the practice of collecting information from stakeholders and other sources. Observation is a key elicitation technique where the business analyst (BA) actively watches how users interact with a system or how processes are carried out. This technique allows the BA to gather insights that might not be captured through direct inquiries, as people may not be aware of their own work habits or may not communicate them effectively. Observation can be particularly useful for identifying discrepancies between what people say they do and what they actually do, leading to a more accurate understanding of the current state and requirements.

NEW QUESTION # 98

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