

# BCS BAPv5ウェブトレーニング & BAPv5模擬解説集



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テストに関する最も有用で効率的なBAPv5トレーニング資料を提供するために最善を尽くし、クライアントが効率的に学習できるように複数の機能と直感的な方法を提供します。BAPv5の有用なテストガイドを学習すれば、時間と労力はほとんどかかりません。合格率とヒット率はどちらも高いため、テストに合格するための障害はほとんどありません。Webで紹介を読んだ後、BAPv5学習実践ガイドをさらに理解できます。

市場では、顧客の観点から判断するための未定の品質を備えたいいくつかの実習用教材が市場に登場しています。間違ったBAPv5練習教材を選択した場合、重大な間違いになります。彼らの行動は厳密に倫理的ではなく、あなたにとって無責任ではありません。進捗状況を確認し、BAPv5トレーニング資料の証明書を取得することは、当然のことながら、最新かつ最も正確な知識を備えた最も専門的な専門家によるものです。BCS Practitioner Certificate in Business Analysis Practice v5.0試験準備は市場の大部分を占めています。次のようにいくつかの機能を知ってください。

>> BCS BAPv5ウェブトレーニング <<

## BAPv5模擬解説集 & BAPv5受験対策解説集

かねてIT認定試験資料を開発する会社として、高品質のBCS BAPv5試験資料を提供したり、ビフォワ.アフタサービスに関心を寄せたりしています。我々社の職員は全日であなたのお問い合わせを待っています。何の疑問があると、弊社の職員に連絡して問い合わせます。一年間で更新するなる、第一時間であなたのメールボックスに送ります。

## BCS Practitioner Certificate in Business Analysis Practice v5.0 認定 BAPv5 試験問題 (Q29-Q34):

### 質問 # 29

Marketing is primarily concerned with the 4Ps: product, promotion, price and price. The institute of Analysis (IoA) offers qualification in system analysis. A number of interviews have been held with senior stakeholders, including the marketing Manager. Here are two five of the activities that have been identified by stakeholders:

- a) Agree new qualifications.
- b) Upgrade the website.
- c) Recruit new examiners.
- d) Register candidates.
- e) Analyze website activity.

Which of these activities would reflect the business perspective of the Marketing Manager of the IoA?

- A. b, d and e.
- B. b, c and e
- C. a, c and d
- D. a, b and e

**正解: D**

解説:

Explanation

Marketing is primarily concerned with the 4Ps: product, promotion, price and place. These are the elements of the marketing mix that an organisation can control or adjust to influence customer demand and satisfaction.

Therefore, option B is the correct answer, as it identifies which of these activities would reflect the business perspective of the Marketing Manager of the IoA. Option A identifies 'b' (upgrade the website), 'd' (register candidates) and 'e' (analyse website activity) as activities that would reflect the business perspective of the Marketing Manager of the IoA. These are incorrect examples of activities that would reflect the business perspective of the Marketing Manager of the IoA, as they are not related to any of the 4Ps. Option B identifies

'a' (agree new qualifications), 'b' (upgrade the website) and 'e' (analyse website activity) as activities that would reflect the business perspective of the Marketing Manager of the IoA. These are correct examples of activities that would reflect the business perspective of the Marketing Manager of the IoA, as they are related to some of the 4Ps. 'A' (agree new qualifications) is related to product, as it involves developing and offering new qualifications that meet customer needs and expectations. 'B' (upgrade the website) is related to promotion, as it involves improving and communicating the features and benefits of qualifications to potential customers. 'E' (analyse website activity) is related to place, as it involves monitoring and evaluating how customers access and purchase qualifications through online channels. Option C identifies 'a' (agree new qualifications), 'c' (recruit new examiners) and 'd' (register candidates) as activities that would reflect the business perspective of the Marketing Manager of the IoA. These are incorrect examples of activities that would reflect the business perspective of the Marketing Manager of the IoA, as 'c' (recruit new examiners) is not related to any of the 4Ps. Option D identifies 'b' (upgrade the website), 'c' (recruit new examiners) and 'e' (analyse website activity) as activities that would reflect the business perspective of the Marketing Manager of the IoA. These are incorrect examples of activities that would reflect the business perspective of the Marketing Manager of the IoA, as 'c' (recruit new examiners) is not related to any of the 4Ps.

References: BCS Practitioner Certificate in BAP Specimen, page 39.

### 質問 # 30

A group of stakeholders at FlyMe travel operators are in a meeting to discuss the Business Activity Model (BAM) for a new subsidiary business. They are planning to launch a new offering, which will offer 'flight bundle' packages for organization that regularly need to send their staff overseas. The following activities have been identified so far:

- a) Monitor 'flight bundle' sales
- b) Sell 'flight bundles'
- c) Determine demand amongst existing customers
- d) Identify potential airline partners
- e) Determine 'flight bundle' locations,
- f) Define bundle pricing.

Although the Operations Director for FlyMe is supportive of the new business proposition, she is not entirely convinced there is a gap in the market, nor is she confident that the idea will be profitable.

With these concerns in mind, which planning activities will she be keen to ensure are discussed before the meeting ends?

- A. b, d and e
- B. a, c and f
- **C. c and f**
- D. a, b, d and e.

**正解: C**

解説:

Explanation

The Operations Director for FlyMe is concerned about the market demand and profitability of the new business proposition.

Therefore, she will be keen to ensure that the planning activities that address these concerns are discussed before the meeting ends.

These activities are c and f, as they involve determining the demand amongst existing customers and defining the bundle pricing.

These activities will help to assess the feasibility and viability of the new offering. Option A is the correct answer.

### 質問 # 31

A report has been created into improving the scheduling of physio appointments at a major hospital. An extract reads:

'The scheduling team have a strong set of skills that will not need to be updated. However, the team should be split into two, one dealing with inpatients and one with outpatients. The introduction of a new telephony software and an online booking system will also

require changes to the process' How might these changes be BEST presented to communicate with the scheduling team'?

- A. POPIT
- **B. Prototype**
- C. Business Process Model
- D. Business Activity Model

**正解: B**

解説:

A prototype is a simplified version of a proposed system or product that can be used to demonstrate its functionality and usability to the stakeholders. A prototype can be useful for communicating changes that involve new technology or software, as it allows the users to interact with the system and provide feedback. Therefore, option D is the best choice, as it would allow the scheduling team to see how the new telephony software and online booking system would work and how they would affect their process. Option A is not a good choice, as a business process model is a graphical representation of the activities, inputs, outputs and resources involved in a business process. It would not show how the new software would work or how the team would be split. Option B is not a good choice, as a business activity model is a high-level view of the business activities that take place within an organisation. It would not show the details of the scheduling process or the new software. Option C is not a good choice, as POPIT is an acronym for People, Organisation, Process, Information and Technology. It is a framework for taking a holistic view of a business situation, but it is not a tool for communicating changes.

### 質問 # 32

The management of a chain of hotels has decided that one of its critical success factors (CSF) is to 'provide excellent customer service' The below measures have been suggested.

Which THREE of these are appropriate key performance indicators (KPIs) for the CSF 'provide excellent customer service'?

- **A. The number of customers who complain.**
- **B. The percentage of customers who return**
- **C. The percentage of customers who join the hotel loyalty scheme**
- D. The number of customers who make use of their in-room mini bar
- E. The percentage of customers who use the leisure facilities

**正解: A、B、C**

解説:

A key performance indicator (KPI) is a measurable value that demonstrates how effectively an organisation is achieving a key business objective or critical success factor (CSF). A KPI should be relevant, specific, measurable, achievable, realistic and time-bound (SMART). Therefore, options C, D and E are appropriate KPIs for the CSF 'provide excellent customer service', as they measure aspects of customer satisfaction and loyalty that are directly related to the quality of service provided by the hotel chain. Option A is not an appropriate KPI, as it does not measure customer service, but rather customer consumption. Option B is not an appropriate KPI, as it does not measure customer service, but rather customer preference.

### 質問 # 33

A large retail company has asked a business analyst to investigate a problem with declining sales Which of the following techniques is the business analyst MOST LIKELY to use to identify underlying causes of this problem?

- A. Customer journey maps
- **B. Business Activity Model**
- C. Scenario analysis
- D. Use case diagram

**正解: B**

解説:

Explanation

A Business Activity Model (BAM) is a technique for modelling business activities within an organisation or project at a high level of abstraction. It helps to understand what an organisation does, how it does it, who does it, where it does it and why it does it. Therefore, option D is the correct answer, as a BAM would help the business analyst to identify underlying causes of a problem with declining sales. A BAM would help to analyse how different activities within an organisation contribute or relate to sales performance

and identify any gaps or issues that may affect sales performance. A BAM would help to compare current and desired situations or problems and identify what changes or improvements are needed to achieve desired situations or problems. Option A is not a correct answer, as customer journey maps are not a technique for identifying underlying causes of a problem with declining sales. Customer journey maps are a technique for visualising customer experiences with an organisation or product across different touchpoints and stages. They help to understand customer needs, expectations and emotions and how they are met or influenced by an organisation or product. Option B is not a correct answer, as scenario analysis is not a technique for identifying underlying causes of a problem with declining sales. Scenario analysis is a technique for exploring how different scenarios or situations could affect outcomes or impacts of an organisation or project. They help to test feasibility and desirability of different options or solutions under various circumstances or assumptions.

Option C is not a correct answer, as use case diagram is not a technique for identifying underlying causes of a problem with declining sales. Use case diagram is a technique for modelling functional requirements of a system or product at a high level of abstraction. They help to understand what functions or features are required or provided by a system or product and how they interact with actors or users.

References: BCS Practitioner Certificate in BAP Specimen, page 32.

## 質問 #34

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**BAPv5模擬解説集:** <https://www.goshiken.com/BCS/BAPv5-mondaishu.html>

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私たちの責任ある行動は、本能的な目的と信条です、BAPv5試験問題の無料デモをお試しください、IT夢を持っていたら、速くGoShikenに来ましょう。

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さらに、GoShiken BAPv5ダンプの一部が現在無料で提供されています: <https://drive.google.com/open?id=1I5DCwJlZ3jwOPw6Phw2wa1H7Gqr3IYwA>