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## IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample Questions (Q46-Q51):

### NEW QUESTION # 46

When segmenting customers by their education, this segmentation belongs to a:

- A. demographic group.
- B. geographic group.
- C. psychographic group.
- D. behavioural group.

**Answer: A**

Explanation:

Segmenting customers by education falls under demographic grouping, which categorizes customers based on measurable population characteristics such as age, income, and education level.

### NEW QUESTION # 47

In parallel to the team's iteration work in building product features, a product ownership analysis (POA) practitioner will:

- A. refine the product backlog, provide clarity to any questions, communicate with customers, participate in PBI reviews, prepare for upcoming iteration review.
- B. provide information, report to management, analyze user feedback, create backlog, define definition of done.
- C. define metrics, talk to stakeholders, complete testing, provide demo to management, prepare presentations.
- D. resolve conflicts, reduce technical debt, arrange for testing, write test scenarios, bridge the technical gap.

**Answer: A**

#### NEW QUESTION # 48

How does a product ownership analysis (POA) practitioner help a product owner optimize the product development process?

- A. Deliver as many things that were originally planned as possible
- B. Assess every change from a cost perspective
- C. Anticipate and accept changes
- D. Refuse all changes once the backlog is complete

**Answer: C**

Explanation:

A POA practitioner helps optimize the product development process by anticipating and accepting changes, enabling the team to adapt quickly to evolving needs while maintaining focus on delivering value.

#### NEW QUESTION # 49

A high performance team can be created by:

- A. giving the team a shared goal.
- B. engaging and empowering the team.
- C. coaching the team to be self-organizing.
- D. providing the team with psychological safety.

**Answer: D**

Explanation:

Providing psychological safety enables team members to take risks, share ideas, and collaborate openly without fear of blame, which is essential for creating and sustaining a high-performance team.

#### NEW QUESTION # 50

Which of the following can be readily used for release planning?

- A. Product backlog
- B. Product roadmap
- C. Product vision
- D. Product idea

**Answer: A**

Explanation:

The product backlog can be readily used for release planning because it contains prioritized, well-defined items that can be selected and scheduled for upcoming releases.

#### NEW QUESTION # 51

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