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## The KPI Institute Certified KPI Professional Exam Sample Questions (Q70-Q75):

### NEW QUESTION # 70

Who is responsible for providing KPI data for report generation?

- A. Data custodian
- B. KPI owner
- C. Report generator
- D. Strategy/Performance Manager

**Answer: A**

Explanation:

In a well-run KPI system, the data custodian is responsible for providing (supplying/extracting/submitting) the data used to calculate and populate KPI reports. This role owns the data source operationally—ensuring the correct dataset is available on time, in the right format, with appropriate quality checks. The KPI owner is accountable for the KPI's performance (interpretation, actions, improvement plans) but does not necessarily

"produce" the data. The report generator compiles and publishes the report, yet should not be the one responsible for the underlying data accuracy or collection. The Strategy/Performance Manager oversees governance, cadence, and alignment across KPIs, but is not typically the operational provider of each KPI's raw inputs. Clear role separation addresses common measurement challenges: late submissions, inconsistent definitions, and disputes over "whose number is correct." During KPI activation, assigning a named data custodian, specifying the data source, and defining the handoff process (timing, validations, exceptions) are essential steps to make reporting reliable and sustainable.

### NEW QUESTION # 71

How often should KPIs be modified?

- A. Once a quarter
- B. Once a year
- C. As often as required by strategy / operational changes
- D. Once a month

**Answer: C**

### NEW QUESTION # 72

How often should KPIs be modified?

- A. Once a quarter
- B. Once a year
- C. As often as required by strategy / operational changes
- D. Once a month

**Answer: C**

Explanation:

KPIs should be modified when strategy, operating model, or material conditions change—not on a fixed calendar. Option D captures best practice: stable KPIs enable trend analysis and accountability, but rigidity can make KPIs irrelevant when priorities shift (new product, new market, regulatory changes, restructuring).

A key measurement challenge is over-modification: changing definitions or KPIs too frequently breaks comparability and invites gaming. The solution is governance: version control, documentation updates, and clear rules for when a KPI change is justified (e.g., objective changed, definition wrong, data source replaced, KPI no longer drives decisions). Many organizations review KPIs quarterly or annually, but that is a review cadence, not a mandate to modify. Most KPIs should remain stable, with changes treated as controlled exceptions. Strong KPI management balances continuity (to track improvement) with adaptability (to stay aligned). When KPIs are adjusted, communicate changes clearly and maintain historical mapping where possible so performance analysis remains credible.

### NEW QUESTION # 73

Which start target would you propose for "Fatalities (#)", tracked at organizational level?

- A. 0
- B. This is not a KPI
- C. 1
- D. 2

**Answer: C**

Explanation:

"Fatalities (#)" is a valid safety KPI (a lagging outcome measure) and, at an organizational level, the appropriate start target is 0. In health and safety management, fatalities are treated as a zero-tolerance outcome because any fatality is unacceptable, regardless of historical performance. Setting a non-zero target (3 or 5) would normalize severe harm and weaken safety culture. While this KPI is valid, it should not be used alone; fatalities are (fortunately) rare in many organizations, so the metric can be statistically sparse and not sensitive to incremental safety improvements. Good practice is to pair it with leading indicators that prevent serious incidents (e.g., high-potential near miss reporting, critical risk control verification, corrective action closure rate) and other lagging indicators (LTIFR, TRIFR). Measurement challenges include consistent classification and investigation rigor; activation requires clear incident definitions, reporting processes, and auditability. The "start target" reinforces the ethical and operational expectation that the organization's safety systems aim for zero fatal harm.

### NEW QUESTION # 74

The relevant sources to be analyzed in order to set targets are:

- A. Historical data
- B. Market analysis
- C. External benchmarking
- D. All the answers

**Answer: D**

Explanation:

Target setting is stronger when it triangulates multiple sources: historical data shows your baseline and internal variability; market analysis reflects shifts in demand, pricing, competition, and customer expectations; and external benchmarking provides reference points for what peers or best-in-class performance can look like. Because each contributes a different lens, "All the answers" is the correct choice.

Relying on only one source creates risk: historical-only targets can lock in mediocrity or ignore new conditions; benchmarking-only targets can be unrealistic if definitions differ or resources aren't comparable; market-only targets can be aspirational without operational grounding. Measurement challenges include comparability (different KPI definitions across organizations) and regime changes (new products, new systems) that make past data less predictive. Good practice is to document the rationale for targets, specify the period used, and revisit targets when strategy or operating context materially changes-while keeping KPI definitions stable to preserve trend integrity.

### NEW QUESTION # 75

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