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IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample Questions (Q35-Q40):

NEW QUESTION # 35

To create a shared understanding and meaningful conversation, the value proposition canvas tool feeds two segments of the business model canvas, the value proposition and:

- A. customers.
- B. costs.
- C. key resources.
- D. key partners.

Answer: A

Explanation:

The value proposition canvas directly informs the value proposition and customer segments of the business model canvas, ensuring

alignment between what the product offers and the needs of its target customers.

NEW QUESTION # 36

Automated tools allow teams to:

- A. track everyone's work more carefully and assess who needs to be replaced.
- B. communicate less often thus saving time.
- C. minimize the amount of customer feedback they need to collect.
- D. focus on customers and business value much more effectively.

Answer: D

Explanation:

Automated tools help teams streamline routine tasks and processes, enabling them to focus more effectively on delivering customer value and achieving business objectives.

NEW QUESTION # 37

Which type of goal keeps the focus on the customer and the product?

- A. Agreed
- B. Common
- C. Shared
- D. Planned

Answer: C

Explanation:

Shared goals keep the focus on the customer and the product by aligning all stakeholders and team members toward a common vision of delivering value.

NEW QUESTION # 38

The product ownership analysis (POA) practitioner has worked with the team to determine the value proposition and desired outcome for an initiative. This information enables the team to deliver often and:

- A. compare the delivery cost with the previous product.
- B. test the product against the original vision.
- C. release the product to identify changes.
- D. test the product with external stakeholders.

Answer: B

Explanation:

Knowing the value proposition and desired outcome allows the team to frequently test the product against the original vision, ensuring that ongoing work remains aligned with the intended goals and delivers the expected value.

NEW QUESTION # 39

Details needed in the acceptance criteria of the product backlog item (PBI) should be:

- A. functional and non-functional requirements.
- B. achievable and testable.
- C. about business benefits.
- D. very short and condensed.

Answer: B

Explanation:

Acceptance criteria must be achievable and testable to clearly define the conditions for completion, ensuring the PBI can be

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