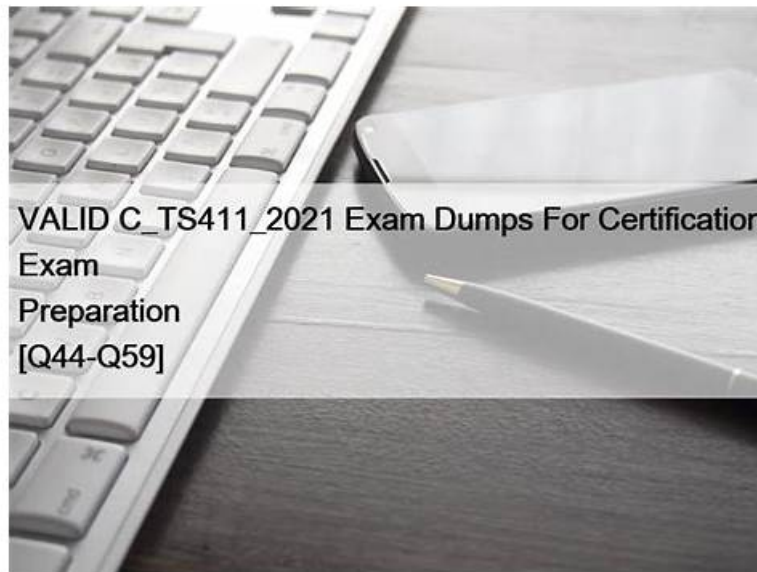


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The KPI Institute Certified KPI Professional Exam Sample Questions (Q60-Q65):

NEW QUESTION # 60

What are the most common challenges in data gathering?

- A. Accuracy and consistency
- **B. Timeliness, completeness and accuracy**
- C. Timeliness and integrity
- D. Timeliness, accuracy and data visualization

Answer: B

Explanation:

The most common data gathering challenges are timeliness (data arrives too late to be useful), completeness (missing records, partial

submissions, incomplete fields), and accuracy (incorrect values, wrong time window, calculation errors, or faulty source data).

Option A captures this classic trio. "Integrity" and

"consistency" are important concepts but are often encompassed within accuracy/completeness when practical issues arise. "Data visualization" is not a data gathering challenge; it belongs to reporting and communication after data is collected. Addressing these challenges requires activation discipline: clear definitions, documented sources, assigned data custodians, standardized templates or automated extracts, validation checks, and an escalation process for late or missing data. Another frequent root cause is unclear ownership- multiple teams assume someone else provides the number-so RACI and a collection calendar help. KPI reliability depends on trust; if leaders don't believe the numbers, the dashboard becomes ignored. High- quality data gathering is therefore foundational to performance management, not an administrative afterthought.

NEW QUESTION # 61

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

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

Answer: A

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 # 62

Fill in the blank word: "A measurable expression for the achievement of a desired level of results in an area relevant to the evaluated _____'s activity."

- A. Entity
- B. Team
- C. Organization
- D. Company

Answer: A

Explanation:

A KPI is commonly defined as a measurable expression of performance in an area relevant to the evaluated entity's activity. "Entity" is the most inclusive and correct term because KPI systems can be applied at multiple levels and units: an organization, a department, a team, an individual, a facility, a program, or even a supplier relationship-each can be an "entity" being evaluated. Using "company" or "organization" narrows the scope unnecessarily, and "team" is too specific. This definition supports cascading: the same KPI principles apply whether you're evaluating the whole enterprise (strategic outcomes), a department (operational performance), or an individual (role-relevant contribution). It also reinforces proper design: KPIs must align to the entity's objectives, be controllable where possible, and be supported by reliable data. A common pitfall is selecting KPIs that do not match the evaluated entity's sphere of influence, leading to frustration and disengagement. Using "entity" in the definition emphasizes that KPI design must be tailored to context and accountability.

NEW QUESTION # 63

Which of the statements represents an objective?

- A. Improve business profitability

- B. Reach \$1M in revenues by 2013
- C. Achieve 50% growth in profits
- D. All the answers

Answer: D

Explanation:

Objectives describe desired results or direction, and they can be expressed either qualitatively ("Improve business profitability") or as quantified targets ("Reach \$1M in revenues by 2013," "Achieve 50% growth in profits"). All three statements (A, C, D) can represent objectives: they articulate what success looks like, even though A and D include numeric targets and timeframes (which makes them closer to SMART-style objectives). KPIs, by contrast, are the measures used to track progress (e.g., net profit, revenue growth rate), and initiatives are the actions taken (e.g., pricing optimization project). Therefore "All the answers" is correct. A common confusion is treating a fully quantified objective as a KPI; the difference is that an objective sets intent and desired outcome, while a KPI is the metric definition you monitor continuously (with formula, data source, owner, frequency). In practice, an objective like "Achieve 50% growth in profits" would be monitored by KPIs such as profit growth %, net profit \$, and margin %, plus leading drivers to make it actionable.

NEW QUESTION # 64

For "Orders delivered on time (%)", the trend is good when:

- A. Decreasing
- B. Within range
- C. Increasing
- D. This is not a KPI

Answer: C

Explanation:

"Orders delivered on time (%)" is a standard service performance KPI. Since it measures the percentage of orders meeting the on-time definition, performance improves as the percentage rises-so the trend is good when increasing. "Within range" is a useful status interpretation when tolerance bands are defined, but trend direction is generally evaluated as higher being better for on-time delivery. "Decreasing" would mean fewer orders are on time, which is undesirable. A common measurement challenge is defining "on time" consistently (exact time vs delivery window), and ensuring the timestamp data is reliable (proof-of-delivery capture, system sync, exception codes). Activation best practices include explicit definitions, exclusions (customer-caused delays, force majeure), and segmentation (by carrier, region, product line) so teams can identify where the decline occurs. Because this KPI can be gamed (e.g., changing promised dates), it should be balanced with customer experience metrics (complaints, satisfaction) and monitored for changes in promise logic. Proper governance keeps the KPI meaningful and actionable.

NEW QUESTION # 65

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