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The KPI Institute Certified KPI Professional Exam Sample Questions (Q72-Q77):

NEW QUESTION # 72

Which of the following is a data collection tool?

- A. Data gathering template
- B. Reminder email
- C. Dashboard
- D. Scorecard

Answer: A

Explanation:

A data collection tool is something used to capture and submit KPI data in a structured, repeatable way .

A data gathering template (spreadsheet form, standardized input sheet, online form) is designed specifically for this purpose: it defines required fields, formats, validation rules, and the submission structure needed for reporting. A scorecard and dashboard are primarily reporting/visualization tools -they present results but do not inherently collect raw data. A reminder email supports compliance with deadlines, but it is not a data collection tool; it does not structure or validate the data itself. In KPI activation, the goal is to reduce errors and manual rework by standardizing collection methods and ensuring consistent definitions. Templates help address common data gathering challenges: missing fields, inconsistent units, wrong time periods, and unclear ownership. Strong practice also includes version control, clear submission deadlines, and built-in checks (drop-downs, mandatory fields, range validation). When possible, organizations should automate collection from source systems, but when manual input is required, templates are the practical tool that improves completeness and accuracy.

NEW QUESTION # 73

For "Budget variance (%)", the trend is good when:

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

Answer: A

Explanation:

For budget variance, "good" performance is generally defined as being within an acceptable tolerance range around zero variance. The direction (increasing vs decreasing) can be misleading because variance can be positive or negative depending on whether actuals are above or below budget, and whether the budget line is cost or revenue. Therefore, evaluating the trend as "good when within range" is the most robust interpretation.

This aligns with best practice: define a target (often 0%) and set tolerance bands (e.g., green within $\pm 3\%$, yellow slightly outside, red beyond). A key measurement challenge is that variance can look "better" simply due to timing (accruals, delayed invoices) rather than real performance. To address this, KPI governance often includes consistent cut-off rules and commentary requirements explaining major drivers of variance. Also, organizations may track separate KPIs for cost variance and revenue variance because "favorable" direction differs. Using "within range" avoids confusion and focuses discussions on whether performance is acceptably controlled rather than chasing directionality that may not represent improvement.

NEW QUESTION # 74

What are the most common challenges in data gathering?

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

Answer: A

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 # 75

Objectives should start with:

- A. Nouns
- **B. Action verbs**
- C. Adjectives
- D. Value drivers

Answer: B

Explanation:

Well-written objectives are action-oriented and describe a desired change or achievement, so they typically start with action verbs (e.g., "Increase," "Improve," "Reduce," "Enhance," "Build," "Strengthen"). This makes the objective clear, directional, and easier to cascade into supporting objectives and KPIs. Starting objectives with adjectives ("High quality...") or nouns ("Quality assurance...") often produces vague statements that are hard to measure and manage. "Value drivers" are underlying factors that influence outcomes, but they are not the grammatical starting point for objective wording; they are used to build causal logic and KPI trees. Clear objectives are essential for selecting the right KPIs: if the objective is "Reduce customer wait time," then lead-time and queue KPIs naturally follow. A common pitfall is writing objectives as topics instead of intentions (e.g., "Customer service"), which leads to confused KPI selection and weak accountability. Action-verb objectives improve alignment across organizational, departmental, and individual levels because each level can express how it will contribute using the same results-focused language.

NEW QUESTION # 76

Which value driver will influence "Service quality index"?

- A. Orders processed per day
- **B. None of the answers**
- C. Backlog orders (#)
- D. Staff trained (%)

Answer: B

NEW QUESTION # 77

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