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## IIBA CPOA Exam Syllabus Topics:

Topic	Details
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Topic 1	<ul style="list-style-type: none"> <li>• Make an Impact: This section of the exam measures the skills of Product Owners and emphasizes aligning product initiatives with business outcomes and ensuring that the work done creates measurable impact for the organization.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• Engage the Whole Team: This section of the exam measures the skills of Agile Team Members and focuses on building collaboration within cross-functional teams to ensure everyone contributes to product ownership responsibilities.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• Deliver Often: This section of the exam measures the skills of Scrum Practitioners and evaluates knowledge of delivering value iteratively and frequently through agile release cycles.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• Apply Foundational Concepts: This section of the exam measures the skills of Business Analysts and covers applying core concepts of product ownership analysis, including understanding agile principles and basic practices required to build successful products.</li> </ul>

## IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample Questions (Q58-Q63):

### NEW QUESTION # 58

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

### Answer: B

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 # 59

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

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

### Answer: D

### NEW QUESTION # 60

Which component is used to determine how the product teams operate within the enterprise context?

- A. Brand value
- **B. Collaboration**
- C. Time value
- D. Market value

### Answer: B

Explanation:

Collaboration determines how product teams operate within the enterprise context by defining how they interact, share information,

and work together to achieve organizational goals.

### NEW QUESTION # 61

Which stakeholder groups are responsible to resolve all issues and limitations and, to ensure building a viable and high value solution?

- A. Delivery team
- **B. Key stakeholders**
- C. Supporting stakeholders
- D. Customers

#### Answer: B

Explanation:

Key stakeholders are responsible for resolving issues and limitations while ensuring the solution being built is viable and delivers high value, as they have decision-making authority and vested interest in the outcome.

### NEW QUESTION # 62

Which technique can be used to identify motivational insights for a customer?

- A. Observation
- B. Persona
- C. Interviews
- **D. Empathy map**

#### Answer: D

Explanation:

An empathy map is used to identify motivational insights for a customer by capturing what they think, feel, see, hear, say, and do, helping reveal underlying drivers and needs.

### NEW QUESTION # 63

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