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IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample Questions (Q43-Q48):

NEW QUESTION # 43

Which visual technique can be used to understand the relationship between stakeholders and their influence on product decisions?

- A. Brainstorming
- B. Roadmap analysis
- C. Market analysis
- **D. Mind mapping**

Answer: D

Explanation:

Mind mapping visually illustrates the relationships between stakeholders and their influence on product decisions, helping identify key influencers and communication priorities.

NEW QUESTION # 44

Which technique helps to ensure that a product or service is positioned around what the customer needs?

- **A. Value proposition canvas**
- B. Opportunity scoring
- C. Brainstorming
- D. Story mapping

Answer: A

Explanation:

The value proposition canvas ensures a product or service is positioned around what the customer needs by aligning product features with customer pains, gains, and desired outcomes.

NEW QUESTION # 45

What is a recommended formal or informal approach for resource and outcome sharing across the enterprise called?

- A. Working agreement
- **B. Collaborative approach**
- C. Cultural agreement
- D. Inclusion map

Answer: B

Explanation:

A collaborative approach is a recommended method, whether formal or informal, for sharing resources and outcomes across the enterprise to promote transparency, alignment, and collective success.

NEW QUESTION # 46

The results of a market assessment could prompt a change in the:

- A. budget spend.
- B. metrics being measured.
- C. targeted customer.
- **D. product scope.**

Answer: D

Explanation:

Market assessment results can lead to changes in the product scope to ensure the product remains aligned with market demands, competitive conditions, and customer needs.

NEW QUESTION # 47

One way a product ownership analysis (POA) practitioner supports an iteration review ceremony is through:

- A. gathering the post-it notes and removing the comments made.
- **B. asking clarifying questions to understand the feedback provided.**
- C. asking repeat questions to discard excessive feedback provided.
- D. questioning to understand the product packaging.

Answer: B

Explanation:

In an iteration review, the POA practitioner supports the process by asking clarifying questions to fully understand stakeholder feedback, ensuring accurate interpretation and actionable follow-up.

NEW QUESTION # 48

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