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IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample Questions (Q45-Q50):

NEW QUESTION # 45

Empathy with stakeholders is built by:

- A. delivering the solution under budget.
- B. accepting the use of ambiguous words.
- **C. clarifying assumptions.**
- D. relying on prior personal experiences.

Answer: C

Explanation:

Clarifying assumptions builds empathy with stakeholders by ensuring mutual understanding, reducing misinterpretations, and fostering trust through transparent communication.

NEW QUESTION # 46

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

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

Answer: C

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 # 47

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

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

Answer: A

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

What steps are used in kano analysis to help prioritize customers' needs?

- A. Choose data sets, develop report procedures, acquire customers, and report results
- B. Determine usage areas track customer operations, test customers, and test results
- C. Identify training topics, record customer uptake, train customers, and review results
- **D. Select target features, develop customer questions, survey customers, and analyze results**

Answer: D

Explanation:

Kano analysis prioritizes customer needs by selecting target features, creating customer-focused questions, conducting surveys to gather feedback, and analyzing the results to classify features into categories like must-have, performance, and delight.

NEW QUESTION # 49

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

- A. about business benefits.

- B. very short and condensed.
- **C. achievable and testable.**
- D. functional and non-functional requirements.

Answer: C

Explanation:

Acceptance criteria must be achievable and testable to clearly define the conditions for completion, ensuring the PBI can be validated objectively during development and testing.

NEW QUESTION # 50

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These methods differ in operation but combine in their vision of exploiting CPOA some part of a targeted system—including the users, Wired s For High Tech Companies, Going Public Sucks does a nice job of summarizing this argument.

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