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BCS Foundation Certificate in Business Analysis V4.0 Sample Questions (Q15-Q20):

NEW QUESTION # 15
At a recent Board Meeting the Directors of an office fitting company ratified the company's mission as:
To meet or undercut all our competitors' prices'
Which of the following is MOST LIKELY to be the company's vision?

- A. To increase the company's market share.
- B. To be the premier office fitting company
- C. To offer the best value office fitting service
- D. To reduce the cost of office fitting by 5%.

Answer: C

Explanation:
A mission statement defines the organization's purpose and primary objectives, often focusing on what the organization does and how it operates in the present. In contrast, a vision statement outlines the long-term aspirations of the organization-what it aims to become in the future. The mission provided-"To meet or undercut all our competitors' prices"-is focused on price competitiveness, which is a tactical approach rather than a strategic aspiration.
Let's analyze each option:
A . To offer the best value office fitting service: While this aligns somewhat with the mission, it is more of a value proposition or operational goal rather than a visionary statement. It lacks the aspirational and long-term focus that defines a vision.
B . To reduce the cost of office fitting by 5%: This is a specific, measurable objective, but it is too narrow and tactical to qualify as a vision. Visions are broader and not tied to specific metrics.
C . To increase the company's market share: Increasing market share is a strategic goal, but it is still an intermediate step toward achieving something greater. It does not capture the overarching ambition of the company.
D . To be the premier office fitting company: This option reflects a long-term aspiration and aligns with the characteristics of a vision statement. It expresses the desire to achieve leadership and excellence in the industry, which is consistent with the mission of being competitive on price while aiming for a higher status.
According to the BCS Business Analysis Framework , a vision statement should inspire and guide the organization toward its ultimate goal. Therefore, D is the most appropriate choice.

NEW QUESTION # 16
Description, impact assessment, probability and countermeasures are usually recorded for which of the following?

- A. Key Performance Indicators.
- B. Stakeholdei-s.
- C. Requirements.
- D. Risks.

Answer: D

NEW QUESTION # 17
Which of the following is NOT one of the perspectives considered by the 'Balanced Business Scorecard'?

- A. Financial.
- B. Competition.
- C. Customer.

- D. Learning and Growth.

Answer: B

NEW QUESTION # 18

A business case for a project claims that the new system will provide managers with more time to think creatively about strategic issues.

What would this be classified as in a cost-benefit analysis?

- A. An intangible benefit.
- B. A tangible cost
- C. An intangible cost
- D. A tangible benefit.

Answer: A

NEW QUESTION # 19

What occurs at handoffs when two actors do not synchronise their work?

- A. Functions.
- B. Decisions.
- C. Queues.
- D. Errors.

Answer: C

NEW QUESTION # 20

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