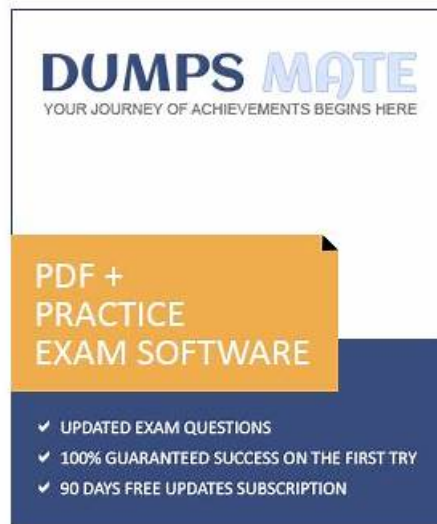


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The KPI Institute Certified KPI Professional Exam Sample Questions (Q18-Q23):

NEW QUESTION # 18

Who is responsible for providing KPI data for report generation?

- A. Data custodian
- B. Strategy/Performance Manager
- C. KPI owner
- D. Report generator

Answer: A

Explanation:

In a well-run KPI system, the data custodian is responsible for providing (supplying/extracting/submitting) the data used to calculate and populate KPI reports. This role owns the data source operationally-ensuring the correct dataset is available on time, in the right format, with appropriate quality checks. The KPI owner is accountable for the KPI's performance (interpretation, actions, improvement plans) but does not necessarily "produce" the data. The report generator compiles and publishes the report, yet should not be the one responsible for the underlying data accuracy or collection. The Strategy/Performance Manager oversees governance, cadence, and alignment across KPIs, but is not typically the operational provider of each KPI's raw inputs. Clear role separation addresses common measurement challenges: late submissions, inconsistent definitions, and disputes over "whose number is correct." During KPI activation, assigning a named data custodian, specifying the data source, and defining the handoff process (timing, validations, exceptions) are essential steps to make reporting reliable and sustainable.

NEW QUESTION # 19

Fill in the blank word: "A measurable expression for the achievement of a desired level of results in an area relevant to the evaluated _____'s activity."

- A. Company
- B. Organization
- C. Team
- D. Entity

Answer: D

Explanation:

A KPI is commonly defined as a measurable expression of performance in an area relevant to the evaluated entity's activity. "Entity" is the most inclusive and correct term because KPI systems can be applied at multiple levels and units: an organization, a department, a team, an individual, a facility, a program, or even a supplier relationship-each can be an "entity" being evaluated. Using "company" or "organization" narrows the scope unnecessarily, and "team" is too specific. This definition supports cascading: the same KPI principles apply whether you're evaluating the whole enterprise (strategic outcomes), a department (operational performance), or an individual (role-relevant contribution). It also reinforces proper design: KPIs must align to the entity's objectives, be controllable where possible, and be supported by reliable data. A common pitfall is selecting KPIs that do not match the evaluated entity's sphere of influence, leading to frustration and disengagement. Using "entity" in the definition emphasizes that KPI design must be tailored to context and accountability.

NEW QUESTION # 20

Which of the following statements is true?

- A. Cascading objectives from organizational to departmental level can only happen by using the same objectives at the lower level
- B. None of the answers
- C. Cascading stops at team level; there is no relevancy to cascade down to individual level
- D. Cascading objectives to lower levels can happen by using the same objectives and by identifying specific objectives that can support those corporate objectives

Answer: D

Explanation:

Objective cascading ensures alignment from corporate strategy down to departments, teams, and individuals.

It does not require copying the exact same objective at every level. Instead, effective cascading can occur in two ways: (1) shared

objectives where the same objective is relevant across levels (e.g., "Improve customer experience"), and (2) supporting objectives where lower-level objectives are tailored to the work that contributes to corporate outcomes (e.g., IT: "Improve system uptime," Operations: "Reduce order cycle time," both supporting customer experience). Option C reflects this best practice. Option A is too rigid and ignores the need for role-specific contribution. Option D is incorrect because individual objectives are often critical for accountability and execution, provided they are set carefully to avoid tunnel behavior. A common challenge is misalignment: teams choose local objectives that look good but don't move strategic outcomes. Cascading should preserve a clear "line of sight," using a KPI tree or strategy map to link individual and departmental KPIs to organizational scorecard measures.

NEW QUESTION # 21

Which of the following statements is considered one of the most important fields used for KPI documentation from the perspective of importance to pursue performance results analysis?

- A. Cost of data gathering
- **B. Target**
- C. Benchmarking data
- D. Purpose

Answer: B

NEW QUESTION # 22

For "Orders delivered on time (%)", the trend is good when:

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

Answer: C

Explanation:

"Orders delivered on time (%)" is a standard service performance KPI. Since it measures the percentage of orders meeting the on-time definition, performance improves as the percentage rises—so the trend is good when increasing. "Within range" is a useful status interpretation when tolerance bands are defined, but trend direction is generally evaluated as higher being better for on-time delivery. "Decreasing" would mean fewer orders are on time, which is undesirable. A common measurement challenge is defining "on time" consistently (exact time vs delivery window), and ensuring the timestamp data is reliable (proof-of-delivery capture, system sync, exception codes). Activation best practices include explicit definitions, exclusions (customer-caused delays, force majeure), and segmentation (by carrier, region, product line) so teams can identify where the decline occurs. Because this KPI can be gamed (e.g., changing promised dates), it should be balanced with customer experience metrics (complaints, satisfaction) and monitored for changes in promise logic. Proper governance keeps the KPI meaningful and actionable.

NEW QUESTION # 23

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