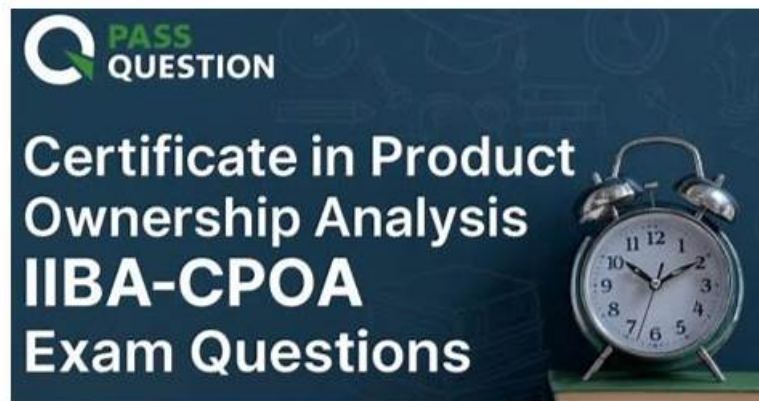


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### IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample Questions (Q55-Q60):

#### NEW QUESTION # 55

Active listening is used to clarify what the customer is expressing by paying attention and:

- A. correcting responses, providing judgement and questioning appropriately.
- B. deferring feedback, providing constructive criticism and responding with improvements.
- C. clarifying actions, deferring questions and providing appropriate improvements.
- **D. paraphrasing feedback, deferring judgement and responding appropriately.**

**Answer: D**

Explanation:

Active listening involves paraphrasing feedback, deferring judgment, and responding appropriately to ensure the customer's message is accurately understood and acknowledged before forming conclusions or solutions.

#### NEW QUESTION # 56

Keeping the stakeholder analysis assessment up-to-date as the work progresses, helps the product ownership analysis (POA)

practitioner to maintain:

- A. efficient stakeholder naming.
- B. methodical stakeholder assignment.
- **C. beneficial stakeholder engagement.**
- D. optimal stakeholder replacement.

**Answer: C**

Explanation:

An up-to-date stakeholder analysis helps the POA practitioner maintain beneficial stakeholder engagement by ensuring the right people are involved at the right time with relevant information for decision-making and feedback.

#### **NEW QUESTION # 57**

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

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

**Answer: D**

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 # 58**

When segmenting customers by their education, this segmentation belongs to a:

- A. geographic group.
- **B. demographic group.**
- C. behavioural group.
- D. psychographic group.

**Answer: B**

Explanation:

Segmenting customers by education falls under demographic grouping, which categorizes customers based on measurable population characteristics such as age, income, and education level.

#### **NEW QUESTION # 59**

What happens when the product ownership analysis (POA) practitioner rejects a product backlog item (PBI) that has been marked done and the team decides the work cannot be completed?

- **A. The change is added to the product backlog for revision work in the next iteration**
- B. The change is added to the product backlog for revision work to update the stakeholders
- C. The change is added to the product backlog for revision work to change the road map
- D. The change is added to the product backlog for revision work in the next release

**Answer: A**

Explanation:

If a PBI marked as done is rejected and the team cannot complete the work, the POA practitioner adds it back to the product backlog for revision in the next iteration, ensuring the issue is addressed promptly without delaying ongoing delivery cycles.

#### **NEW QUESTION # 60**

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