

# Real BCS PC-BA-FBA-20 Exam Questions [2026] - Secret To Pass Exam In First Attempt



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## Guide

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## BCS Foundation Certificate in Business Analysis V4.0 Sample Questions (Q62-Q67):

### NEW QUESTION # 62

What is stage 0 (zero) of the concerns-based adoption model?

- A. Shock.
- **B. Awareness.**
- C. Initial change.
- D. Definition.

**Answer: B**

### NEW QUESTION # 63

Which of the following BEST describes the term value proposition?

- A. The net present value of a proposed project.
- B. The proposed value of benefits in a cost-benefit analysis.
- **C. The value that a product or service offers to customers.**
- D. The value of the Internal Rate of Return of a project

**Answer: C**

### NEW QUESTION # 64

IT services has commissioned a new desktop PC replacement project that has been funded and running for three months, with a fully-engaged sponsor and programme manager appointed. The head of IT services has not been involved beyond the initial project start-up interviews and has not attended any of the project meetings. What position on the power-interest grid does the head of IT services currently occupy?

- A. Low power and influence but high interest
- **B. High power or influence but low interest**
- C. High power or influence and high interest
- D. Some power and influence and some interest

**Answer: B**

Explanation:

To determine the position of the head of IT services on the power-interest grid, we need to evaluate their level of power/influence and interest in the project.

Key Considerations:

Power/Influence: The head of IT services holds a senior leadership role, which implies they have significant authority and influence over IT-related decisions and resources. This places them in the "high power" category.

Interest: Despite their authority, the head of IT services has not been actively involved in the project beyond the initial start-up interviews and has not attended any project meetings. This indicates a lack of ongoing engagement or interest in the project's

progress.

Evaluation of Each Option:

A . High power or influence but low interest:

The head of IT services has significant authority (high power) but is disengaged from the project (low interest).

Conclusion: This is the correct answer .

B . Some power and influence and some interest:

This option suggests moderate levels of both power and interest, which does not align with the head of IT services' senior role and lack of involvement.

Conclusion: This is not correct .

C . High power or influence and high interest:

While the head of IT services has high power, their lack of attendance at project meetings indicates low interest.

Conclusion: This is not correct .

D . Low power and influence but high interest:

The head of IT services clearly has high power due to their senior leadership role, so this option is incorrect.

Conclusion: This is not correct .

Final Recommendation:

The head of IT services occupies the position of high power or influence but low interest on the power-interest grid.

### NEW QUESTION # 65

A software house is developing a software package specifically for hotel management. A business analyst has been employed because of her familiarity with the hotel industry.

Which of the following competencies has she been employed to bring to the project?

- A. Problem solving
- B. Project management
- C. Team leadership.
- **D. Domain knowledge.**

**Answer: D**

### NEW QUESTION # 66

An IT department needs to upgrade its hardware to run the new version of an established operating system. The cost of this required upgrade is \$2 million. As an alternative, the IT director has suggested that the company should change to a completely different operating system. Although this will cost \$6 million, the change will bring many other benefits, including cheaper maintenance costs and increased security.

What is the avoided cost in his proposal?

- A. \$6 million.
- **B. \$2 million.**
- C. \$8 million
- D. \$4 million

**Answer: B**

### NEW QUESTION # 67

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