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IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample Questions (Q39-Q44):

NEW QUESTION # 39
Automated tools allow teams to:

- A. focus on customers and business value much more effectively.
- B. track everyone's work more carefully and assess who needs to be replaced.
- C. communicate less often thus saving time.
- D. minimize the amount of customer feedback they need to collect.

Answer: A

Explanation:
Automated tools help teams streamline routine tasks and processes, enabling them to focus more effectively on delivering customer value and achieving business objectives.

NEW QUESTION # 40
Which type of goal keeps the focus on the customer and the product?

- A. Shared
- B. Planned
- C. Agreed
- D. Common

Answer: A

Explanation:
Shared goals keep the focus on the customer and the product by aligning all stakeholders and team members toward a common vision of delivering value.

NEW QUESTION # 41
Engaging in observation uses the following to gain insights:

- A. disguised and undisguised observation.
- B. planned and unplanned observation.
- C. visible and hidden observation.
- D. passive and active observation.

Answer: D

Explanation:
Observation can be passive or active, enabling the POA practitioner to gather insights by either unobtrusively monitoring behavior or actively engaging with the situation being observed.

NEW QUESTION # 42
What type of connection is required to create a support system and a culture of teamwork across the organization?

- A. Influential
- B. Social
- C. Personal
- D. Emotional

Answer: D

Explanation:
An emotional connection fosters trust, empathy, and mutual respect, creating a strong support system and a culture of teamwork across the organization.

NEW QUESTION # 43
Which of the following is a technique used with users or customers to validate understanding of the value and priority of features of a product?

- A. Value proposition canvas
- B. Empathy map
- C. Product roadmap
- D. $100 test

Answer: D

Explanation:
The $100 test is a prioritization technique where users or customers allocate a hypothetical budget (e.g., $100) across features, helping validate their perceived value and priority for the product.

NEW QUESTION # 44

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