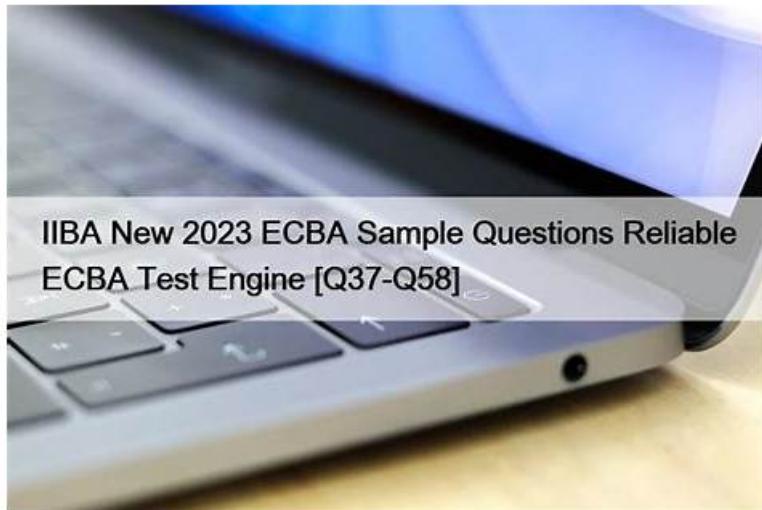


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## IIBA Entry Certificate in Business Analysis (ECBA) Sample Questions (Q35-Q40):

### NEW QUESTION # 35

Which of the following is an input to the prepare for elicitation task?

- A. Set up logistics
- B. Potential value
- C. Elicitation activity plan

- D. Needs

**Answer: B**

Explanation:

Explanation

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**NEW QUESTION # 36**

What of the following represents a typical factor that influences the prioritization of requirements?

- A. Impact
- B. Cost
- **C. Value**
- D. Scope

**Answer: C**

Explanation:

In the context of business analysis, value is a critical factor that influences the prioritization of requirements. It reflects the benefit or outcome the requirement brings to the business, ensuring that the most beneficial requirements are addressed first to maximize the return on investment and meet the strategic goals of the organization.

**NEW QUESTION # 37**

What is an example of a tacit business rule?

- **A. Accepted practice**
- B. Corporate policy
- C. Corporate contract
- D. Job aid

**Answer: A**

Explanation:

An accepted practice is an example of a tacit business rule. Tacit business rules are those that are understood and followed by members of the organization but are not formally documented. They are often derived from the culture, norms, and shared understandings within the organization. These rules govern everyday behavior and decision-making processes implicitly, guiding how tasks are performed and how interactions occur without explicit instruction.

References:

\*Business Analysis.pdf, Section on "Business Rules," which explains tacit business rules and gives examples of accepted practices within organizations .

**NEW QUESTION # 38**

When do the participants start generating ideas during a collaborative game?

- A. Iteration step
- B. Closing step
- C. Exploration step
- **D. Opening step**

**Answer: D**

Explanation:

Explanation

**NEW QUESTION # 39**

Which techniques should be applied to prioritize requirements?

- A. Interface Analysis and Interviews
- **B. Decision Modelling and Estimation**
- C. Risk Analysis and Management
- D. Document Analysis and Vendor Assessment

**Answer: B**

### Explanation:

## Explanation

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## NEW QUESTION # 40

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