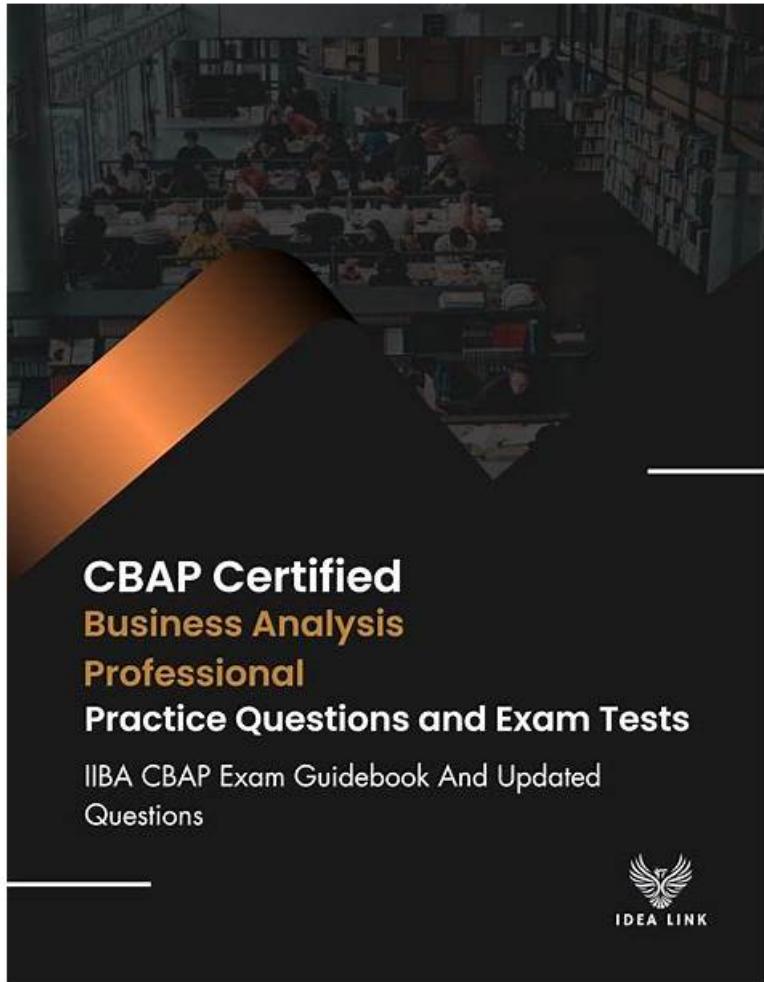


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## IIBA Certified business analysis professional (CBAP) application Sample Questions (Q300-Q305):

### NEW QUESTION # 300

You are the business analyst for your organization and are working on prioritizing the project requirements.

Management has asked you to prioritize the requirements based on the cost-benefit analysis for the requirements' value to the organization.

What basis for prioritization are you using in this instance?

- A. Stakeholder agreement
- **B. Business value**
- C. Urgency
- D. Likelihood of success

### Answer: B

Explanation:

Business value is a basis for prioritizing requirements that considers the benefits and costs of each requirement to the organization. It helps to identify the most valuable requirements that can deliver the highest return on investment. Business value can be measured in terms of revenue, cost savings, customer satisfaction, market share, competitive advantage, or other criteria that are relevant to the organization's goals and objectives. References:

\* Certified Business Analysis Professional (CBAP) Handbook, page 6, section 4. Review the Exam Blueprint, Table 4.1: BABOKGuide Knowledge Areas and Tasks

\* BABOKGuide v3, page 33, section 4.2 Prioritize Requirements

\* Tips for Earning a Business Analysis Certification, section 3. Leverage a variety of study resources

### NEW QUESTION # 301

You are the business analyst for your organization and are trying to determine the best solution for an identified problem. You have determined that you could create a software solution using inhouse resources for \$65,000 and with an ongoing support of \$5,600 per month. A vendor offers you a quote that they can create the software for \$49,000 with an ongoing support of \$6,100 per month. Which solution should you choose?

- **A. Create the software if you'll use the solution longer than 32 months.**
- B. Buy from the vendor if you'll keep the solution longer than 32 months.
- C. There is not enough information to determine which solution is financially better.
- D. Create the software if you'll keep the solution less than 32 months.

### Answer: A

Explanation:

Explanation/Reference:

Explanation:

### NEW QUESTION # 302

Which of the following types of elicitation allows each stakeholder to freely discuss their role in a particular process?

- A. Focus group
- **B. Unstructured interview**
- C. Quick Interview
- D. Structured interview

### Answer: B

### NEW QUESTION # 303

Which of the following techniques is used to test customer acceptance of the solution and to measure marketplace demand?

- A. Prototyping
- B. Technology Assessment
- C. Interviews
- **D. Market Survey**

**Answer: D**

### NEW QUESTION # 304

What element of the plan business analysis process affects the business analysis duties that need to be performed?

- A. The experience of the business analyst
- B. The expected completion date of the business analysis duties
- **C. The type of project or initiative**
- D. The experience of the project manager

**Answer: C**

Explanation:

The type of project or initiative affects the business analysis duties that need to be performed, as different types of projects may require different approaches, techniques, deliverables, and stakeholders. For example, a software development project may have different business analysis needs than a business process improvement project. The business analyst should plan the business analysis process according to the project type and its characteristics, such as scope, complexity, risk, methodology, and lifecycle.

References:

- \* A Checklist for Business Analysis Planning
- \* Business Analysis Process Flow: Step by Step Tutorial
- \* What is Business Analysis? Process & Techniques
- \* How do you plan a business analysis approach?

### NEW QUESTION # 305

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