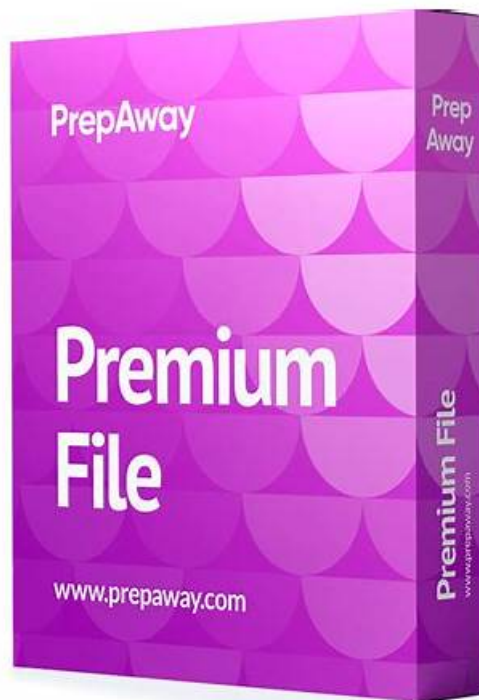


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IIBA CPOA Exam Syllabus Topics:

Topic	Details
Topic 1	• Apply Foundational Concepts: This section of the exam measures the skills of Business Analysts and covers applying core concepts of product ownership analysis, including understanding agile principles and basic practices required to build successful products.
Topic 2	• Learn Fast: This section of the exam measures the skills of Innovation Analysts and addresses using experimentation, feedback loops, and metrics to learn quickly and adjust product direction effectively.
Topic 3	• Engage the Whole Team: This section of the exam measures the skills of Agile Team Members and focuses on building collaboration within cross-functional teams to ensure everyone contributes to product ownership responsibilities.

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IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample

Questions (Q61-Q66):

NEW QUESTION # 61

Market assessment findings based on what is delivered, will have an impact on the:

- A. product scope and features.
- B. user experience of the product.
- C. delivery team structure.
- D. role of a product ownership analysis (POA) practitioner.

Answer: A

Explanation:

Market assessment findings influence the product scope and features by providing insights that guide adjustments to ensure the product remains competitive and aligned with market needs.

NEW QUESTION # 62

The product ownership analysis (POA) practitioner analyzes delivery measures to conduct a:

- A. retrospective on the product backlog and evaluate the team's performance.
- B. meeting on the product road map and evaluate the team's headcount.
- C. workshop review on the organization's delivery and retrospective behaviour.
- D. stakeholder review on the product and evaluate the delivery performance.

Answer: D

Explanation:

Analyzing delivery measures enables the POA practitioner to conduct a stakeholder review on the product and evaluate delivery performance, ensuring that outcomes are meeting expectations and aligning with agreed objectives.

NEW QUESTION # 63

Which technique can be used to identify motivational insights for a customer?

- A. Observation
- B. Empathy map
- C. Interviews
- D. Persona

Answer: B

Explanation:

An empathy map is used to identify motivational insights for a customer by capturing what they think, feel, see, hear, say, and do, helping reveal underlying drivers and needs.

NEW QUESTION # 64

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

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

Answer: C

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 # 65

A product ownership analysis (POA) practitioner can use which of the following metrics to determine the customer acceptance of a product?

- A. Monthly or annually recurring revenue per user (MRR/ARR)
- B. Net promoter score (NPS)
- C. Internal rate of return (IRR)
- D. Return on investment (ROI)

Answer: B

Explanation:

Net Promoter Score (NPS) measures customer loyalty and satisfaction by gauging how likely customers are to recommend the product, making it a key metric for determining customer acceptance.

NEW QUESTION # 66

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