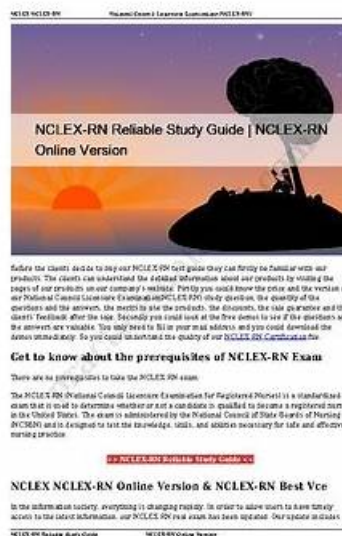


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BCS Foundation Certificate in Business Analysis V4.0 Sample Questions (Q41-Q46):

NEW QUESTION # 41

Who is the target of the value proposition?

- A. The Sponsor.
- B. The Competitor.
- **C. The Customer**
- D. The Supplier,

Answer: C

NEW QUESTION # 42

During a workshop, it is useful to ask participants to come up with ideas which are listed for later evaluation. What is this technique called?

- A. Mess Finding
- **B. Brainstorming.**
- C. Mind Mapping
- D. Round Robin

Answer: B

NEW QUESTION # 43

Which of the following stakeholder categories are included in the stakeholder wheel?

- **A. Regulators, Auditors, Owners**
- B. Partners, Suppliers, Shareholders
- C. Competitors, Customers, Partners
- D. Employees, Supervisors, Managers

Answer: A

Explanation:

The Stakeholder Wheel (or Stakeholder Interest Groupings) is a model used to categorize stakeholders in the strategic analysis phase, particularly for external environment analysis. This technique groups stakeholders based on their primary relationship to the organisation. The key groups included in the stakeholder wheel are Suppliers, Customers, Competitors, Partners, Owners (Shareholders), Regulators/Government, Media, and Employees/Trade Unions. Based on the options provided, the group that contains three valid, distinct categories from this standard model is Regulators, Auditors, Owners. While 'Auditors' can be considered part of the 'Regulators' or 'Owners' (depending on their role), and 'Owners' are often Shareholders, this option best reflects the high-level external interest groups used for broad strategic categorization compared to the internal focus of B or the mixed categories of A and C. The inclusion of Regulators and Owners is essential for any strategic stakeholder analysis. (Reference: BCS Business Analysis Practice - Stakeholder Analysis, Stakeholder Wheel)

NEW QUESTION # 44

The term CATWOE provides a framework for defining and analysing business perspectives. In a project, which letter of CATWOE should be first understood by the business analyst?

- A. The Actor

- B. The Weltanschauung or world-view.
- C. The Customer.
- D. The Owner.

Answer: B

NEW QUESTION # 45

An organisation called Quality Signs' makes display signs for commercial customers. Which of the following are MOST likely to be the Actors in a CATWOE analysis?

- A. The sign makers of Quality Signs.
- B. The Managing Director of Quality Signs.
- C. The competitors of Quality Signs.
- D. The customers of Quality Signs.

Answer: A

NEW QUESTION # 46

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