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IIBA Certificate in Product Ownership Analysis (IIBA-CPOA) Sample Questions (Q30-Q35):

NEW QUESTION # 30

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. \$100 test
- C. Product roadmap
- D. Empathy map

Answer: B

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 # 31

Where are initiatives that deliver desired results identified?

- A. Product vision
- B. Business strategy
- C. Release plan
- D. Product roadmap

Answer: B

Explanation:

Initiatives that deliver desired results are identified in the business strategy, as it defines the high-level direction and objectives that guide product planning and development.

NEW QUESTION # 32

What is an output of good financial viability analysis?

- A. Estimation of the financials that will create customer value
- B. Estimation of financial impact of the product on the market
- C. Calculation of the final cost of releasing a feature
- D. Identification of which proposed new features are feasible to implement

Answer: D

Explanation:

Good financial viability analysis results in identifying which proposed new features are feasible to implement, ensuring that development efforts focus on initiatives that can be supported within available financial resources.

NEW QUESTION # 33

Empathy with stakeholders is built by:

- A. relying on prior personal experiences.
- B. accepting the use of ambiguous words.
- C. delivering the solution under budget.
- D. clarifying assumptions.

Answer: D

Explanation:

Clarifying assumptions builds empathy with stakeholders by ensuring mutual understanding, reducing misinterpretations, and fostering

trust through transparent communication.

NEW QUESTION # 34

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 # 35

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