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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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