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QUESTION 1

When is the self-esteem of individuals affected by a change process usually at its lowest?

- A. At the end of the change process.
- B. At the start of the change process.
- C. At all points during the change process.
- D. In the middle phase of the change process.

Correct Answer: D

QUESTION 2

What stage of the V model provides the test criteria for user acceptance testing?

- A. The business needs.
- B. The requirements.
- C. The designed solution.
- D. The developed solution.

Correct Answer: B

QUESTION 3

When analysing stakeholders, it is useful to produce a stakeholder analysis grid. What is depicted on the axes of this grid?

- A. Objectives and interests.
- B. Power and influence.
- C. Perspectives and impacts.
- D. Power and interest.

Correct Answer: D

QUESTION 4

Which of the following is an advantage to the host organization of using an internal consultant to conduct a business analysis project?

- A. They will have a broad business perspective.



- B. They will be familiar with the host organization.
- C. They will only be paid when they are needed.
- D. They will have a dispassionate view of the host organization.

Correct Answer: B

QUESTION 5

Which of the following BEST describes the term value proposition?

- A. The net present value of a proposed project.
- B. The value that a product or service offers to customers.
- C. The proposed value of benefits in a cost-benefit analysis.
- D. The value of the Internal Rate of Return of a project.

Correct Answer: B

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