

# EXIN BAF

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## EXIN Business Analysis Foundation Certification Questions & Answers

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**BAF**

[BCS Foundation Certificate in Business Analysis](#)

40 Questions Exam – 65% Cut Score – Duration of 60 minutes

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## Discover More about the EXIN BAF Certification

Are you interested in passing the EXIN BAF exam? First discover, who benefits from the BAF certification. The BAF is suitable for a candidate if he wants to learn about Business & Service Management. Passing the BAF exam earns you the BCS Foundation Certificate in Business Analysis title.

While preparing for the BAF exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The BAF PDF contains some of the most valuable preparation tips and the details and instant access to useful [BAF study materials just at one click](#).

## EXIN BAF Business Analysis Foundation Certification Details:

Exam Name	BCS Foundation Certificate in Business Analysis
Exam Code	BAF
Exam Price	\$246 (USD)
Duration	60 mins
Number of Questions	40
Passing Score	65%
Schedule Exam	<a href="#">Pearson VUE</a>
Sample Questions	<a href="#">EXIN BAF Sample Questions</a>
Practice Exam	<a href="#">EXIN BAF Certification Practice Exam</a>

## EXIN BAF Syllabus:

Topic	Details	Weights
What is Business Analysis	<p>The candidate can...</p> <ul style="list-style-type: none"> <li>- describe the business change lifecycle.</li> <li>- list the following principles of business analysis.               <ul style="list-style-type: none"> <li>• root causes not symptoms</li> <li>• business improvement not IT system change</li> <li>• options not solutions</li> <li>• feasible, contributing requirements,</li> </ul> </li> </ul>	5%

Topic	Details	Weights
	<p>not meeting all requests</p> <ul style="list-style-type: none"> <li>entire business change lifecycle, not just requirements definition</li> <li>negotiation not avoidance</li> </ul> <p>- describe the variants of the business analyst role.</p>	
The Competencies of a Business Analyst	<p>The candidate can...</p> <ul style="list-style-type: none"> <li>explain the concept of the T-shaped professional.</li> <li>identify the three areas of business analysis competency.</li> </ul>	2.5%
The Strategic Context for Business Analysis	<p>The candidate can...</p> <ul style="list-style-type: none"> <li>describe business analysis and the strategic context.</li> <li>define the factors assessed using PESTLE to analyze an external environment.</li> <li>identify the elements of the VMOST technique used to analyze an internal environment.</li> <li>describe the following elements of performance measurement.               <ul style="list-style-type: none"> <li>critical success factors (CSFs)</li> <li>key performance indicators (KPIs)</li> </ul> </li> <li>describe the structure of a SWOT analysis.</li> <li>describe the following techniques used in strategy execution.               <ul style="list-style-type: none"> <li>the POPIT model</li> <li>the purpose of the business model canvas</li> </ul> </li> </ul>	7.5%
The Business Analysis Service Framework	<p>The candidate can...</p> <ul style="list-style-type: none"> <li>identify the following services in the Business Analysis Service Framework</li> </ul>	2.5%

Topic	Details	Weights
	(BASF). <ul style="list-style-type: none"> <li>• situation investigation and problem analysis</li> <li>• feasibility assessment and business case development</li> <li>• business process improvement</li> <li>• requirements definition</li> <li>• business acceptance testing</li> <li>• business change deployment</li> <li>• stakeholder engagement</li> </ul>	
Investigating the Business Situation	The candidate can... <ul style="list-style-type: none"> <li>- define workshops.               <ul style="list-style-type: none"> <li>• advantages and disadvantages of workshops</li> <li>• list techniques used for discovery workshops</li> <li>• list techniques used for visualization workshops</li> </ul> </li> <li>- define observation.               <ul style="list-style-type: none"> <li>• advantages and disadvantages of observation</li> <li>• formal observation</li> <li>• shadowing</li> </ul> </li> <li>- define interviews.               <ul style="list-style-type: none"> <li>• advantages and disadvantages of interviewing</li> </ul> </li> <li>- define scenarios.               <ul style="list-style-type: none"> <li>• advantages and disadvantages of scenarios</li> </ul> </li> <li>- define prototyping.               <ul style="list-style-type: none"> <li>• advantages and disadvantages of prototyping</li> </ul> </li> </ul>	12.5%

Topic	Details	Weights
	<ul style="list-style-type: none"> <li>- define user role analysis.               <ul style="list-style-type: none"> <li>• advantages and disadvantages of user role analysis</li> <li>• personas</li> </ul> </li> <li>- define quantitative approaches.               <ul style="list-style-type: none"> <li>• surveys or questionnaires</li> <li>• activity sampling</li> <li>• document analysis</li> </ul> </li> <li>- describe the following two diagrammatic techniques used to record a business situation.               <ul style="list-style-type: none"> <li>• rich pictures</li> <li>• mind maps</li> </ul> </li> </ul>	
Analyzing and Managing Stakeholders	The candidate can... <ul style="list-style-type: none"> <li>- identify stakeholder categories using the stakeholder wheel.</li> <li>- describe the Power/Interest grid technique to analyze stakeholders.               <ul style="list-style-type: none"> <li>• resulting stakeholder management strategies</li> </ul> </li> <li>- describe stakeholder responsibilities using RACI.</li> </ul>	10%
Improving Business Services and Processes	The candidate can... <ul style="list-style-type: none"> <li>- explain the business process hierarchy</li> <li>- list the following techniques used to model the enterprise level processes.               <ul style="list-style-type: none"> <li>• SIPOC</li> <li>• value chain analysis</li> <li>• value propositions</li> </ul> </li> <li>- describe the following aspects of the event response level.</li> </ul>	12.5%

Topic	Details	Weights
	<ul style="list-style-type: none"> <li>• business events</li> <li>• creating business process models</li> <li>• UML activity models</li> </ul> <p>- describe the following aspect of the actor-task level.</p> <ul style="list-style-type: none"> <li>• analysis considerations at actor-task level</li> </ul> <p>- describe analysis of the following aspects of the as-is process model.</p> <ul style="list-style-type: none"> <li>• identifying problems</li> <li>• analyzing the handoffs</li> <li>• analyzing the tasks and procedures</li> </ul> <p>- identify generic approaches to improving business processes.</p> <p>- define the purpose of customer journey maps.</p>	
Defining the Solution	<p>The candidate can...</p> <ul style="list-style-type: none"> <li>- describe the gap analysis process.</li> <li>- explain the use of POPIT in gap analysis.</li> <li>- describe the process for developing options.</li> </ul> <ul style="list-style-type: none"> <li>• types of options</li> </ul> <p>- describe the purpose of design thinking.</p> <ul style="list-style-type: none"> <li>• divergent and convergent thinking</li> </ul>	7.5%
Making the Business Case	<p>The candidate can...</p> <ul style="list-style-type: none"> <li>- describe the lifecycle for a business case in business case development.</li> <li>- identify the areas of feasibility assessment.</li> <li>- define the structure and contents of a business case.</li> </ul> <ul style="list-style-type: none"> <li>• categories of costs and benefits</li> </ul>	5%

Topic	Details	Weights
	<ul style="list-style-type: none"> <li>• impact assessment</li> <li>• risk assessment</li> </ul> - list the key features relevant to the production of a business case within an Agile context. - identify the elements of a CARDI log. - explain the purpose of the following investment appraisal techniques. <ul style="list-style-type: none"> <li>• payback</li> <li>• discounted cash flow and net present value</li> <li>• internal rate of return</li> </ul>	
Establishing the Requirements	The candidate can... <ul style="list-style-type: none"> <li>- explain the requirements engineering framework.</li> <li>- identify the following actors in requirements engineering.               <ul style="list-style-type: none"> <li>• the business representatives</li> <li>• the project team</li> </ul> </li> <li>- identify the types of requirement.</li> <li>- describe the hierarchy of requirements.</li> <li>- describe requirements elicitation techniques.               <ul style="list-style-type: none"> <li>• the term tacit knowledge</li> </ul> </li> <li>- identify the following elements of requirements analysis.               <ul style="list-style-type: none"> <li>• requirements filters</li> <li>• INVEST</li> <li>• prioritizing requirements using MoSCoW</li> <li>• business rules</li> </ul> </li> </ul>	10%
Documenting and Modelling Requirements	The candidate can... <ul style="list-style-type: none"> <li>- identify the following documentation</li> </ul>	10%



Topic	Details	Weights
	styles. <ul style="list-style-type: none"> <li>• text-based documentation style</li> <li>• diagrammatic</li> </ul> - list elements of a requirements catalog. - describe the format of user stories. - describe the elements of the use case diagram used to model functional requirements. - describe the elements of a class model used to model data. - describe the product backlog in modelling and documentation in an Agile environment. - define the structure of the business requirements document.	
Validating and Managing Requirements	The candidate can... <ul style="list-style-type: none"> <li>- describe the following types of requirements validation.               <ul style="list-style-type: none"> <li>• formal requirements validation</li> <li>• the activities in the Agile requirements validation process</li> </ul> </li> <li>- describe the following aspects of requirements management.               <ul style="list-style-type: none"> <li>• traceability</li> <li>• change control</li> </ul> </li> </ul>	5%
Delivering the Requirements	The candidate can... <ul style="list-style-type: none"> <li>- describe the following types of delivery lifecycle.               <ul style="list-style-type: none"> <li>• the waterfall lifecycle</li> <li>• the “V” model</li> <li>• the incremental lifecycle</li> <li>• the stages of the iterative lifecycle (Agile)</li> </ul> </li> <li>- explain advantages and disadvantages of</li> </ul>	5%

Topic	Details	Weights
	the lifecycles.	
Delivering the Business Solution	<p>The candidate can...</p> <ul style="list-style-type: none"> <li>- explain the role of the business analyst in the business change lifecycle.</li> <li>- describe the role of the business analyst during the design, development, and test stages.</li> <li>- describe the following approaches used in the implementation stage.               <ul style="list-style-type: none"> <li>• SARAH model</li> <li>• the purpose of the business readiness assessment</li> </ul> </li> <li>- describe how the benefits plan is used in the realization stage.</li> </ul>	5%

## Broaden Your Knowledge with EXIN BAF Sample Questions:

### Question: 1

What does the enterprise level of the business process hierarchy represent?

- a) The value stream required to deliver products or services
- b) The business processes that define the organization's response to a business event
- c) The task that is carried out in response to an initiating event
- d) The hierarchy that shows how the organization is structured to deliver products or services

**Answer: a**

### Question: 2

Which stage of the Requirements Engineering Framework is concerned with recording narrative and diagrammatic definitions of the requirements?

- a) Requirements elicitation
- b) Requirements analysis
- c) Requirements documentation
- d) Requirements validation

**Answer: c**

**Question: 3**

In a RACI chart which category would you allocate to a person whose role is to provide information relevant to the task?

- a) Responsible
- b) Accountable
- c) Consulted
- d) Informed

**Answer: c**

**Question: 4**

In which stage of the business change lifecycle is the business analysis service of business change deployment conducted?

- a) Design and development
- b) Implementation
- c) Realization
- d) Alignment

**Answer: b**

**Question: 5**

What combination of skills does a T-shaped professional have?

- a) Deep skills in their specialist discipline and broad, generic skills across other disciplines
- b) Generic skills in their specialist discipline and deep skills across other disciplines
- c) Deep skills in both their specialist discipline and across other generic disciplines
- d) Broad, generic skills in both their specialist discipline and across other generic disciplines

**Answer: a**

**Question: 6**

In formal requirements validation, what is the responsibility of the business sponsor in a requirements document review group?

- a) To ensure the business needs are expressed clearly and correctly
- b) To ensure the requirements reflect correct business practice
- c) To ensure the requirements comply with business standards and policies
- d) To ensure the requirements align with the business objectives

**Answer: d**

**Question: 7**

Business requirements comprise of which types of requirement?

- a) General and technical
- b) Technical and non-functional
- c) General and functional
- d) Functional and non-functional

**Answer: a**

**Question: 8**

What does the “I want” element of a user story capture?

- a) The user role or actor
- b) The feature or capability needed
- c) The priority of the user story
- d) The solution that should be delivered

**Answer: b**

**Question: 9**

Which stage of the business change lifecycle identifies if the benefits have been achieved?

- a) Alignment
- b) Definition
- c) Implementation
- d) Realization

**Answer: d**

**Question: 10**

Which of the following is the initial emotional response to change?

- a) Rejection
- b) Anger
- c) Shock
- d) Acceptance

**Answer: c**

## Avail the Study Guide to Pass EXIN BAF Business Analysis Foundation Exam:

- Find out about the BAF syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.
- Once you are done exploring the [EXIN BAF syllabus](#), it is time to plan for studying and covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.
- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.
- The candidate should not miss out on the scope to learn from the [Business Analysis Foundation training](#). Joining the EXIN provided training for this EXIN certification exam helps a candidate to strengthen his practical knowledge base from the certification.
- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the [EXIN BAF sample questions](#) and boost your knowledge
- Make yourself a pro through online practicing the syllabus topics. BAF practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

## Career Benefits:

Passing the EXIN BAF exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

## Here Is the Trusted Practice Test for the EXIN BAF Certification

CertFun.Com is here with all the necessary details regarding the BAF exam. We provide authentic practice tests for the BAF exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on CertFun.Com for rigorous, unlimited two-month attempts on the [BAF practice tests](#), and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the BCS Foundation Certificate in Business Analysis.

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