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**Exam : FBA15**

**Title : BCS Foundation Certificate  
in Business Analysis**

**Version : DEMO**

1.Which of the following statements is TRUE?

- A. The IRR of every project is based on it achieving a Net Present Value of zero.
- B. It is preferable for the calculated IRR of a project to be below bank interest rates,
- C. Discounted cash flows do not usually take into account the time value of money.
- D. When comparing two projects, the one with the lower NPV should be preferred.

**Answer: A**

2.When running workshops it is useful to have someone with a role that includes specific responsibility for keeping attendees focused on achieving the objective of the workshop.

Which of the following terms describes this role?

- A. The arbitrator.
- B. The scribe.
- C. The stakeholder.
- D. The facilitator.

**Answer: D**

3.Which of the following models shows the driving and resisting forces of change?

- A. Force field analysis.
- B. Five forces model.
- C. Power/impact grid.
- D. Learning cycle.

**Answer: A**

4.Which of the following terms may be used to describe the attitude of a stakeholder who is NOT in favour of the project but is probably not actively opposed to it?

- A. Opponent.
- B. Neutral.
- C. Critic.
- D. Blocker.

**Answer: C**

5.Which of the following is a primary activity in the value chain?

- A. Human Resources (HR).
- B. Procurement.
- C. Information Technology (IT).
- D. Marketing and Sales.

**Answer: D**