

## BCS Business Analysis Practice v4.0 September 2018 Syllabus

Q1 The business analysts in WHD Loans are working on a change project to improve the way that loans are processed. They have produced a list of initial actions they must take based on work conducted so far:

- Must understand what information is captured on loan applications currently
- Must agree the scope of the change programme with the directors
- Must ensure we understand the current situation identifying possible issues and likely reaction by staff to the proposed change

Which set of techniques should the business analysts select?

- A: Document analysis, Rich picture, Workshop
- B: Observation, Fishbone diagram, Interview
- C: Mind map, Workshop, Interview
- D: Observation, Interview, Workshop

Q2 Indoor Nature are a plant rental company currently offering their services to businesses in central London. The Managing director of Indoor Nature has recently made the following statement:

*"We intend to increase Indoor Nature's presence in the market by increasing the geographical area in which we operate. This will provide us with increased buying power from our plant growers which will ensure that our customers continue to receive the excellent service and competitive prices that they expect from us. We expect an increase in our profit margins by at least 10% within the next 12 months. We expect to see a 40% increase in our customer base in 3 years' time."*

Based on the statement, the business analysts have identified 'continue generous supplier discounts' to be a Critical Success Factor (CSF). Which two elements of a Balanced Business Scorecard are most likely to have resulted in this CSF being identified?

- A: Process and Customer
- B: Process and Financial
- C: Financial and Customer
- D: Innovation and Customer

Q3 Which of the following is a valid list of elements of a Balanced Business Scorecard?

- A: Innovation, Customer, Process, Financial
- B: Objectives, Vision, Customer, Financial
- C: Strategy, Financial, Service, Process
- D: Strategy, Process, Innovation, Customer

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