Free Questions for SAFe-APM

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Question 1

Question Type: MultipleChoice

What is the key concern when evaluating the fit for a market segment?

Options:

A- Is the segment going to be highly profitable?

B- Are there substitutes for this product offering in the market?

C- Does the segment align with our values and mission?

D- Are our Customers happy?

Answer:

C

Explanation:

Market segmentation is the process of dividing a market into distinct groups of customers who have similar needs, preferences, or behaviors. Market segmentation helps enterprises identify and target the most valuable and profitable customer segments, design and deliver solutions that meet their needs, and optimize their marketing strategies and campaigns. However, market segmentation is not only based on quantitative factors, such as size, growth, and profitability, but also on qualitative factors, such as values, mission, and vision. A market segment should align with the enterprise's values and mission, which reflect its purpose, identity, and culture. A market segment that aligns with the enterprise's values and mission will help the enterprise achieve its strategic goals, create a positive brand image, and build trust and loyalty with customers.

Customer Centricity - Scaled Agile Framework

Advanced Topic - SAFe for Marketing - Scaled Agile Framework

What is one consideration when evaluating the fit for a market segment?

5.4 Essential Factors in Effective Market Segmentation

Question 2

Question Type: MultipleChoice

Design Thinking and the Continuous Delivery Pipeline (CDP) have which behavior in common?

Options:

A- Both focus on the need for Continuous Integration to confirm the Solution is desirable
B- Both use feedback from Customers to improve products
C- Both focus on continuous delivery of assets for Release on Demand
D- Both focus on Return on Investment (ROI) and net present Value Metrics

Answer:

B

Explanation:

Design Thinking and the Continuous Delivery Pipeline (CDP) are both approaches that aim to deliver value to customers by understanding their needs, validating assumptions, and iterating on solutions. Design Thinking is a creative process that involves empathizing with customers, defining the problem, ideating possible solutions, prototyping, and testing. The CDP is a workflow that consists of four aspects: Continuous Exploration, Continuous Integration, Continuous Deployment, and Release on Demand. The CDP enables the delivery of small batches of new functionality, which are then released to fulfill market demand. Both Design Thinking and the CDP use feedback from customers to improve products, as feedback loops are essential for learning and adapting to changing needs and preferences.

Design Thinking - Scaled Agile Framework

Continuous Delivery Pipeline - Scaled Agile Framework

Introduction to Continuous Delivery in SAFe | CDP in ... - PremierAgile

Question 3

Question Type: MultipleChoice

What is the most important planning question for primary research?

Options:

A- How many people will be asked?
B- What research medium will be used?
C- What will be asked?

D- Who will be asked?

Answer:

C

Explanation:

The most important planning question for primary research is what will be asked, because this determines the type, quality, and relevance of the data that will be collected. The research question or hypothesis should be specific, narrow, and discoverable through primary research methods, and it should align with the research purpose and objectives. The research question or hypothesis guides the choice of the research medium, the sample size and selection, and the data analysis and interpretation.

What is Primary Research?: This article from Purdue OWL defines primary research and explains the steps and considerations involved in planning and conducting primary research.

10.3: Planning Your Primary Research Project: This article from Humanities LibreTexts provides some tips and examples on how to plan a primary research project, including defining the research question or hypothesis, choosing the research method, and designing the research instrument.

Question 4

Question Type: MultipleChoice

Which type of product might face a chasm in its adoption?

Options:

A- Decommissioned product
B- Mature product
C- Innovative product
D- Growth product

Answer:

C

Explanation:

The chasm is the gap in the technology adoption lifecycle between the early adopters and the early majority. The early adopters are enthusiasts who are open to trying new technologies, whereas the early majority is more pragmatic and cautious. The chasm occurs due to the differing expectations and requirements of these two groups. An innovative product is a product that introduces a new or significantly improved technology, functionality, or design that creates a new market or disrupts an existing one. An innovative product might face a chasm in its adoption, because it may not appeal to the mainstream customers who value reliability, compatibility, and convenience over novelty and differentiation. Therefore, an innovative product needs to cross the chasm by finding a niche market, establishing a clear value proposition, and creating a strong word-of-mouth.

Crossing the Chasm in the Technology Adoption Life Cycle: This article from Business to You explains the concept and purpose of the technology adoption lifecycle and the chasm, and how they can help marketers understand and target different customer segments.

How to Cross the Chasm & Scale Your SaaS: This article from Userpilot provides a practical guide on how to cross the chasm and scale a SaaS product, with examples and tips on finding product-market fit, defining a beachhead market, and creating a whole product.

Question 5

Question Type: MultipleChoice

Why is it important for every business to allocate funding to investment horizon 3?

Options:

A- To ensure necessary investment is allocated to retire an existing product

B- To create future products that can create new revenue streams

C- To improve existing products so income exceeds costs

D- To identify the Features in the users of the product like most

Answer:

B

Explanation:

Investment horizon 3 is the longest-term horizon that focuses on exploring and developing breakthrough innovations that can create new markets and revenue streams for the business. It is important for every business to allocate funding to investment horizon 3, because it enables the business to anticipate and respond to the changing customer needs, technological trends, and competitive threats, and to secure its future growth and survival. Investment horizon 3 requires a high level of creativity, experimentation, and risk tolerance, but it can also generate a high level of return and differentiation.

Horizon Planning: This article from the Scaled Agile Framework explains the concept and purpose of horizon planning, and describes the four horizons and their characteristics, challenges, and best practices.

SAFe's investment horizon model --- A synopsis: This article from Medium provides a summary of the SAFe investment horizon model, and illustrates how it can help organizations allocate their resources and manage their portfolio.

Enduring Ideas: The three horizons of growth | McKinsey: This article from McKinsey presents the original framework of the three horizons of growth, and discusses how it can help businesses balance their current and future opportunities and challenges.

Question 6

Question Type: MultipleChoice

Which of the following is a customer-centric requirement artifact?

Options:

A- Security
B- Compliance enabler
C- Story map
D- Usability

Answer:

C

Explanation:

A story map is a customer-centric requirement artifact that represents the user journey and the features that support it. A story map is a visual tool that helps to organize and prioritize user stories based on the user goals, activities, and tasks. A story map also helps to align the stakeholders on the scope, value, and dependencies of the product, and to plan the releases and iterations.

Story Mapping - Scaled Agile Framework

What are some example artifacts from product definition?

User Story Mapping: A Complete Guide | Miro

Question 7

Question Type: MultipleChoice

What criterion must be satisfied before a Feature can flow from the analysis state to the backlog state on an ART Kanban?

Options:

A- The Feature is integrated and deployed
B- The Feature is decomposed into Stories
C- Teams define the build and test Solution
D- The benefit hypothesis and acceptance criteria are defined

Answer:

D

Explanation:

The benefit hypothesis and acceptance criteria are the criteria that must be satisfied before a Feature can flow from the analysis state to the backlog state on an ART Kanban. The benefit hypothesis and acceptance criteria are part of the definition of a Feature, which represents a solution functionality that delivers business value and fulfills a stakeholder need. The benefit hypothesis states the expected outcome and benefit of implementing the Feature, while the acceptance criteria define the conditions that must be met for the Feature to be accepted by the stakeholders. The benefit hypothesis and acceptance criteria help to clarify the scope, value, and quality of the Feature, and to guide the implementation and validation of the Feature.

Features and Capabilities - Scaled Agile Framework

ART and Solution Train Backlogs - Scaled Agile Framework

Which two criteria must be satisfied before a Feature flows from ...

Question 8

Question Type: MultipleChoice

When dealing with a complex product, what is best defined as a secondary persona?

Options:

A- Another user of the primary interface can be accommodated as long as the targeted persona's experience is not compromised

B- Someone the product is explicitly not going to satisfy

C- The consumer whose experience is essential to the degree that it is acceptable to alter the product experience of the primary persona

D- A persona that must be satisfied for the product such that the goals should drive the design process

Answer:

A

Explanation:

A secondary persona is a type of persona that represents another user of the primary interface who can be accommodated as long as the targeted persona's experience is not compromised. A secondary persona is not the main focus of the product design, but still has some needs and expectations that should be considered. A secondary persona can help to identify additional features, functionalities, or scenarios that can enhance the product value and usability, without sacrificing the primary persona's satisfaction.

Design Thinking - Scaled Agile Framework

Personas - Scaled Agile Framework

When dealing with a complex product, a secondary persona could be best defined as what?

Question 9

Question Type: MultipleChoice

The Architectural Runway is a key part of which aspect of the Design Thinking model?

Options:

A- Sustainable

B- Viable

C- Desirable

D- Feasible

Answer:

D

Explanation:

The Architectural Runway is a key part of the Feasible aspect of the Design Thinking model. The Design Thinking model is a framework that guides the creation of innovative solutions that are desirable, viable, feasible, and sustainable. The Feasible aspect focuses on the technical and operational aspects of the solution, such as the architecture, infrastructure, integration, performance, and security. The Architectural Runway is a concept that describes the existing code, components, and technical infrastructure that enable the development and delivery of near-term features without excessive redesign and delay. The Architectural Runway supports the Feasible aspect by providing the necessary technical foundation and alignment for developing business initiatives and implementing new features and capabilities.

Architectural Runway - Scaled Agile Framework

Design Thinking - Scaled Agile Framework

Question 10

Question Type: MultipleChoice

Which artifact do Product Managers create to facilitate alignment with Product Owners (POs) working on the same ART?

Options:

A- Team-level Backlogs

B- Strategic Themes

C- Enterprise Architecture Diagrams

D- Roadmap

Answer:

D

Explanation:

A roadmap is an artifact that shows the planned features and milestones for a solution over a timeline. It helps Product Managers communicate the vision and strategy to Product Owners and other stakeholders, and align them on the priorities and dependencies of the work. A roadmap also provides a feedback loop for validating assumptions and adapting to changing customer needs and market conditions.

SAFe Roadmap

Product and Solution Management

Product Owner

Question 11

Question Type: MultipleChoice

Which horizon describes the desired state as stable solutions that deliver high value with minimal new investment?

Options:

A- Horizon 1
B- Horizon 0
C- Horizon 3
D- Horizon 2

Answer:

A

Explanation:

The horizon model is a framework that helps organizations balance their investments across different time horizons and types of innovation.According to the Scaled Agile Framework, there are four horizons: Horizon 0, Horizon 1, Horizon 2, and Horizon 31. Horizon 1 describes the desired state as stable solutions that deliver high value with minimal new investment. These are the core products or services that generate most of the current revenue and profit, and have a loyal customer base. Horizon 1 solutions require continuous improvement and optimization, but not significant new investment or disruption.Horizon 1 can be further divided into two sub-horizons: Investing and Extracting2.

Horizon Planning: This article from the Scaled Agile Framework explains the concept and purpose of horizon planning, and describes the four horizons and their characteristics, challenges, and best practices.

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