Scaled Agile SAFe-APM Practice Questions

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Question 1

Question Type: MultipleChoice

Which key job function differentiates a Product Manager from a Product Owner (PO)?

Options:

A- Focusing on the short-term Vision
B- Accepting Stories
C- Reviewing legal agreements
D- Prioritizing the backlog

P2P exams

Answer:

D

Explanation:

One of the key job functions that differentiates a Product Manager from a Product Owner (PO) in SAFe is prioritizing the backlog. A Product Manager is responsible for defining and prioritizing the features and capabilities that deliver value to the customers and the business. A Product Manager owns and maintains the Program Backlog, which is the single source of truth for the work that needs to be done by the Agile Release Train (ART). A Product Owner, on the other hand, is responsible for defining and accepting the user stories that implement the features and capabilities. A Product Owner owns and maintains the Team Backlog, which is the subset of the Program Backlog that the Agile Team works on. A Product Owner collaborates with the Product Manager to align the Team Backlog with the Program Backlog and the Vision.

P2P exams

Product and Solution Management - Scaled Agile Framework

Product Owner (PO) Sync - Scaled Agile Framework

SAFe Product Manager vs Product Owner - Striking Differences - KnowledgeHut

Question 2

Question Type: MultipleChoice

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Product and Solution Management - Scaled Agile Framework

Product Owner (PO) Sync - Scaled Agile Framework

SAFe Product Manager vs Product Owner - Striking Differences - KnowledgeHut

Question 3

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 4

Question Type: MultipleChoice

What circumstance would a team create a Story map?

Options:

A- When Stories work together to support a workflow
B- When the Feature has multiple personas to address
C- When Stories for a single Feature span multiple teams
D- When Stories are dependent on one another

Answer:

A

Explanation:

A story map is a visual tool that helps product teams organize and prioritize user stories based on the user journey and the value they deliver. A story map shows the main activities or steps of the user journey as the backbone of the feature, and the stories that support each activity as the slices of the feature. A team would create a story map when stories work together to support a workflow, because it helps them to understand and communicate the big picture of the user goals and needs, and to identify the minimum viable product (MVP) scope.

Story Mapping: This article from the Scaled Agile Framework explains the purpose, process, and benefits of story mapping, and provides an example of how it can be used in a SAFe context.

User Story Mapping: Discover the Whole Story, Build the Right Product: This book by Jeff Patton, the creator of story mapping, provides a comprehensive guide on how to use story mapping to create better products and services that delight customers.

How to Create a User Story Map: Step by Step Guide with Examples: This article from Miro provides a detailed guide on how to create a user story map, with examples and templates for different types of products and services.

Question 5

Question Type: MultipleChoice

In which Roadmap Feature bucket would a Product Manager place an add-on Feature?

Options:

A- New Business
B- Horizon 1
C- Up-sell
D- Retainment

Answer:

C

Explanation:

An up-sell feature is a feature that encourages customers to buy a more expensive or advanced version of a product or service, or to add additional products or services to their purchase. An

up-sell feature can increase the revenue and profit per customer, and enhance the customer value proposition. An add-on feature is a type of up-sell feature that adds functionality or benefits to the existing product or service, and usually requires an extra payment or subscription. For example, a cloud storage service may offer an add-on feature of extra storage space or enhanced security for a higher fee.

Feature Categories: This article from the Scaled Agile Framework explains the concept and purpose of feature categories, and how they can help product teams prioritize and communicate the value of features. It also describes the four main feature categories: new business, up-sell, operational efficiency, and retainment.

Product Roadmap: Examples, Types and Key Features: This article from AltexSoft provides a comprehensive guide on product roadmaps, including their key features, common types, and examples. It also provides some tips and best practices on roadmap creation and communication.

Question 6

Question Type: MultipleChoice

Who is the best stakeholder to collaborate with if a Product Manager wants to discuss an Enabler Feature for the upcoming PI?

Options:

A- Agile Team
B- Epic Owners
C- System/Solution Architects
D- Business Owners

Answer:

C

Explanation:

An Enabler Feature is a type of feature that supports the development and delivery of future business features by extending the architectural runway, improving the infrastructure, or addressing compliance. An Enabler Feature is usually defined and prioritized by System/Solution Architects, who are responsible for designing and guiding the technical aspects of the solution. Therefore, the best stakeholder to collaborate with if a Product Manager wants to discuss an Enabler Feature for the upcoming PI is the System/Solution Architect, as they can

provide the necessary technical expertise, guidance, and alignment.

Enablers - Scaled Agile Framework

System and Solution Architect/Engineering - Scaled Agile Framework

PI Planning - Scaled Agile Framework

Question 7

Question Type: MultipleChoice

Which research activity primarily drives product strategy instead of product design?

Options:

A- Reviewing long-term Architectural Runway Enablers
B- Observing what people do with the product
C- Understanding Customers and values
D- Focusing on product requirements

Answer:

C

Explanation:

Product strategy is the high-level plan that defines the vision, goals, and direction of a product. Product strategy guides the development and delivery of a product that meets the needs and expectations of the customers and the business. Product strategy is primarily driven by the research activity of understanding Customers and values. This activity involves identifying and segmenting the target market, analyzing the customer needs, problems, and opportunities, defining the value proposition and the benefit hypothesis, and validating the assumptions and hypotheses with customer feedback. Understanding Customers and values helps to align the product strategy with the customer-centric mindset and the business outcomes.

Customer Centricity - Scaled Agile Framework

Product and Solution Management - Scaled Agile Framework

Using Market Research To Drive Business Strategy | PlanBeyond

Question 8

Question Type: MultipleChoice

What research game is primarily used to better understand the priorities of Solution requirements?

Options:

A- Spider Web
B- Start Your Day
C- Speed Boat
D- Buy a Feature

Answer:

D

Explanation:

Buy a Feature is a research game that is primarily used to better understand the priorities of Solution requirements. Buy a Feature is a collaborative prioritization technique that involves giving participants a fixed amount of virtual money and a list of features or requirements with different costs. The participants then have to decide which features or requirements they want to buy, either individually or in groups. The game reveals the preferences, trade-offs, and consensus of the participants, as well as the relative value and importance of each feature or requirement.

Buy a Feature - Scaled Agile Framework

Buy a Feature - Innovation Games

What Innovation Game is primarily used to better understand the priorities of Solution requirements?

Question 9

Question Type: MultipleChoice

What aspect of a product or service does the "Golden Circle" consider most important to communicate to prospective Customers?

Options:

A- The array of benefits the product or service offers
B- The product or service that sets it apart from others
C- The purpose of the product or service
D- The Solution that the product or service provides

Answer:

C

Explanation:

The Golden Circle is a framework developed by Simon Sinek that suggests that the most effective way to communicate a product or service to prospective customers is to start with the ''why'' - the core purpose, belief, or cause that drives an organization or individual. By explaining the ''why'' before the ''how'' (the strategies and methods) and the ''what'' (the products, services, or offerings), the communicator can inspire and connect with the customers on a deeper level, and differentiate themselves from the competitors who focus on the features or benefits of their products or services.

Frameworks for Setting Company Priorities: The Golden Circle: This article from Geckoboard explains how the Golden Circle can help organizations align their actions and strategies with their purpose and values, and communicate them effectively to their customers and stakeholders.

How to Use the Golden Circle in Business: This article from ActiveCampaign provides a detailed guide on how to apply the Golden Circle to various aspects of business, such as marketing, sales, customer service, and leadership.

Golden Circle: A different approach for a unique value proposition: This article from ThePowerMBA illustrates how the Golden Circle can help businesses create a unique value proposition that resonates with their customers and stands out from the crowd.

Question 10

Question Type: MultipleChoice

Which statement is true about personas?

Options:

A- They explain how the Customers want to use the product
B- They represent a broad set of experiences from various types of Customers to speak to a wider market range
C- They should be used to convey the problems of a typical Customer
D- They should be created before choosing a market segment

Answer:

A

Explanation:

Personas are fictional characters that represent the ideal customers or users of a product or service. They help product teams understand and empathize with the needs, goals, and preferences of their target segments. Personas explain how the customers want to use the product by describing their behaviors, motivations, pain points, and expectations. Personas also help product teams design and deliver solutions that meet the customer needs and create value.

Personas: This article from the Scaled Agile Framework explains the concept and purpose of personas, and how they can be used in a SAFe context to support customer-centricity, design thinking, and lean UX.

What are Personas?: This article from Agile Alliance defines personas and describes their benefits and characteristics. It also provides some tips and examples on how to create and use personas effectively.

Question 11

Question Type: MultipleChoice

What is one characteristic that is an essential part of market segmentation?

Options:

A- Exploring competition within the segment
B- Evaluating if segment members view the organization positively
C- Validating that the segment is valuable enough to be economically feasible
D- Determining if the organization already has strong sales within the segment

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.

One of the characteristics of effective market segmentation is that the segment should be valuable enough to be economically feasible. This means that the segment should have enough potential customers who are willing and able to pay for the products or services offered by the enterprise. The segment should also generate enough revenue and profit to cover the costs of marketing, production, and distribution. The segment should also have a positive impact on the enterprise's return on investment (ROI) and net present value (NPV). A segment that is not valuable enough to be economically feasible will not be sustainable or profitable for the enterprise.

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 12

Question Type: MultipleChoice

Which is a good example of a pivot that would indicate that Customers want to pay in a different way?

Options:

A- Customer problem pivot
B- Customer segment pivot
C- Value exchange pivot
D- Feature pivot

Answer:

C

Explanation:

A value exchange pivot is a type of pivot that changes the way customers pay for the product or service, or the way the business generates revenue from the product or service. A value exchange pivot would indicate that customers want to pay in a different way, because it reflects a change in the customer preferences, behavior, or expectations regarding the payment method, frequency, or amount. For example, a business may pivot from a one-time purchase model to a subscription model, or from a fixed-price model to a pay-per-use model, based on the customer feedback and data.

Pivot: This article from the Scaled Agile Framework defines the concept and purpose of pivot, and how it helps to validate or invalidate the assumptions and hypotheses of a product or service using experiments and feedback.

The 10 Types of Startup Pivots: This article from Forbes provides an overview of the 10 types of startup pivots, and how they can help entrepreneurs adapt and innovate in response to the market and customer needs. It also provides some examples of successful pivots by well-known companies.

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