

BCS Professional Certificate in Stakeholder Engagement

Specimen Paper A

Record your surname/last/family name and initials on the Answer Sheet.

Specimen paper only. 2 multiple-choice questions – 2 marks awarded to each question. Mark only one answer to each question.

There are no trick questions.

Pass mark is 26/40 for exam paper.

A number of possible answers are given for each question, indicated by either **A. B. C. or D.**

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- 1** A Business Analyst has decided to use De Bono's six hats technique to structure a meeting. The Analyst has decided to start the meeting with the red hat and then follow it with the white hat. Which of the following perspectives will the meeting consider when using the hats in this sequence?
- A** Process and emotion.
 - B** Ideas and facts.
 - C** Emotion and facts.
 - D** Ideas and criticism.
- 2** A Business Analyst has adopted the managing expectations process in order to deal with the expectations of the stakeholders on a change project. In which stage of this process are the expectations calibrated?
- A** The discover stage.
 - B** The analysis stage.
 - C** The impact stage.
 - D** The manage stage.

-End of Paper-