

Business Development Researcher Job Interview Questions And Answers



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Business Development Researcher Interview Questions And Answers Guide.

Question - 1:

What About "Negative" Personas?

Ans:

Whereas a buyer persona is a representation of your ideal customer, a negative -- or "exclusionary" -- persona is a representation of who you don't want as a customer. For example, this could include professionals who are too advanced for your product or service, students who are only engaging with your content for research/knowledge, or potential customers who are just too expensive to acquire (because of a low average sale price, their propensity to churn, or their unlikeliness to purchase again from your company).

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Question - 2:

What are extends and includes within a use case?

Ans:

An include is where a specific action has to take place. An extend is an action that may not necessarily take place.

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Question - 3:

What does PEST stand for?

Ans:

It means Political, Economic, Social, and Technological. It is used to analyze business environment, in which it has to be operated.

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Question - 4:

Would it be a problem for you to relocate?

Ans:

I'm open to opportunities within the company; if those opportunities involve relocation, I would certainly consider it.

[View All Answers](#)

Question - 5:

What level of compensation would it take to make you happy?

Ans:

I am not depending on money to make me happy. What makes me happy is having a satisfying job that provides challenge and new situations daily.

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Question - 6:

What are some of the common tools that a business Analyst uses?

Ans:

The common tools that can be used by a business analyst are MS Visio, MS word, MS Excel, Power point, Quality center/test director MS Project. There may be tools that are client specific also, but these will be supplied the client.

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Question - 7:

Explain what is a 100-point method?



Ans:

This method is used to assign priority to different steps in a process. Each group member is supposed to assign points to different steps. In the end all the points for each step are calculated. The step having the highest points has the highest priority.

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Question - 8:

Do you have a geographic preference?

Ans:

Although I would prefer to stay in the Mid-Atlantic area, I would not rule out other possibilities.

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Question - 9:

Describe a time when you received criticism?

Ans:

Like the mistake question, this illustrates a candidate's ability to learn. While being open to feedback is never easy, the best candidates will take it in, analyze it, and potentially make changes based upon the criticism. Of course, good candidates never take criticism personally. A good answer will show emotional maturity, adaptability, and leadership potential.

[View All Answers](#)

Question - 10:

Tell me the importance of a flow chart?

Ans:

The flow chart gives a clear graphical representation of an implemented process. This makes the system simple to understand for all persons involved in the project.

[View All Answers](#)

Question - 11:

What do you know about GAP Analysis?

Ans:

It is a process of comparing and determining the difference between two things or processes.

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Question - 12:

Explain in your words, what is database transaction?

Ans:

When we perform any activity in a database, such as addition, deletion, modification, searching etc. is said to be a database transaction.

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Question - 13:

Name the five basic elements' categories in BPMN?

Ans:

They are Flow Objects, Data, Connecting Objects, Swimlanes and Artifacts.

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Question - 14:

Describe a situation when you needed to take initiative?

Ans:

A good answer should show off the applicant's proactivity. The situation should be a case where the candidate recognized a problem that nobody else was resolving and took initiative to attack the issue. The action should show a willingness to go above and beyond the call of duty when required. Proactivity and problem solving are rare traits that firms should be looking for; this question can go a long way toward revealing these attributes in a candidate.

[View All Answers](#)

Question - 15:

To what extent would you be willing to travel for the job?

Ans:

I am more than willing to travel. I understand the importance of going above and beyond the call of duty to satisfy customer requests is sometimes required and that Merrill Lynch's customer-focus belief means that travel is expected in some circumstances. I am willing to make this commitment to do whatever it takes to develop that long-term relationship with a small business or client. It is only through this relationship that loyalty can be maintained and financial gains and growth can occur for both the client and Merrill Lynch. It is my understanding from other financial consultants that I have interviewed at Merrill Lynch that this occurs maybe one or two times a month.

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Question - 16:



Name the four key phases of business development?

Ans:

They are Forming, Storming, Norming, and Performing.

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Question - 17:

How do you normally gather Requirements from end user?

Ans:

If there are a lot of end-users, then a workshop method can be used for the requirements collection. The business analysts can carry out face-to-face interviews if there are not a lot of end users.

[View All Answers](#)

Question - 18:

Which is more important to you, the job itself or your salary?

Ans:

A salary commensurate with my experience and skills is important, but it's only one piece of the package. Many other elements go into making up a compensation package, but more importantly, it's critical to me to enjoy what I'm doing, fit into the corporate culture, and feel I'm making a genuine contribution.

[View All Answers](#)

Question - 19:

Can you tell me difference between Business Analyst and Business Analysis?

Ans:

A Business Analyst acts as a liaison between business people who have business problems and technology people who know how to create automated solutions.

[View All Answers](#)

Question - 20:

Tell me what you understand about an alternate flow in use case?

Ans:

This is the flow that will come into action, when there is a failure in the use case system where the expected results haven't come to fruition.

[View All Answers](#)

Question - 21:

As a business analyst, what tools, you think are more helpful?

Ans:

There are many but I mostly use, Rational Tools, MS Visio, MS Word, MS Excel, Power Point, MS Project.

[View All Answers](#)

Question - 22:

Why did you decide to seek a position in this company?

Ans:

I am convinced that there would be no better place to work than Accenture. You are the top consulting firm in the United States. You provide your employees with the tools they need to stay competitive and sharpen their skills while working in an open, team-based environment. I am also aware that you provide a mentor for all new employees, and I would embrace any opportunity to work with a mentor and eventually become one myself.

[View All Answers](#)

Question - 23:

Why Exactly Are Buyer Personas So Important to Your Business?

Ans:

Buyer personas help you understand your customers (and prospective customers) better. This makes it easier for you to tailor your content, messaging, product development, and services to the specific needs, behaviors, and concerns of different groups. In other words, you may know your target buyers are caregivers, but do you know what their specific needs and interests are? What is the typical background of your ideal buyer? In order to get a full understanding of what makes your best customers tick, it's critical to develop detailed personas for your business.

The strongest buyer personas are based on market research as well as insights you gather from your actual customer base (through surveys, interviews, etc.). Depending on your business, you could have as few as one or two personas, or as many as 10 or 20. But if you're new to personas, start small! You can always develop more personas later if needed.

[View All Answers](#)

Question - 24:

Describe a difficult problem you faced and how you approached it?

Ans:

Don't just look for what candidates did; ask for the thought process behind their actions and how they like to approach problems in general. Being collaborative is one strength you might look for here. Did the candidate seek out feedback from others in understanding the problem, developing possible solutions, and implementing a workable solution?



[View All Answers](#)

Question - 25:

Please explain what is UML modeling?

Ans:

UML in full means Unified Modeling Language. It is the industry standard language for constructing, visualizing and documenting the different components within a system.

[View All Answers](#)

Question - 26:

Name the two documents related to a use case?

Ans:

The two documents are FRD (Functional Requirement Document) and SDD (System Design Document).

[View All Answers](#)

Question - 27:

Tell me what you know about our company?

Ans:

You're large and respected worldwide. You're both a clinical and teaching hospital. Over the last 60 to 70 years you've produced award-winning research. In reviewing your Web site, I've familiarized myself with many of your corporate goals and objectives.

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Question - 28:

Describe a situation when you've come onto a new team or a new working environment?

Ans:

You are trying to gauge how a candidate adapts to change, especially when working with new people. This is obviously relevant for all new hires, who need to fit in to a company climate and hit the ground running. Top candidates will show that they are adaptable and open to change, that they'll focus on building relationships inside the company, that they know how to seek help when necessary, and that they don't judge people or processes too fast before knowing all the relevant facts.

[View All Answers](#)

Question - 29:

Describe a situation where you had to collaborate with a difficult colleague?

Ans:

A superior candidate will demonstrate professionalism in attitude and communication style when dealing with others. Problem-solving and conflict-resolution skills are key. Good candidates don't need to like everybody, but they must be capable of working with everybody. Solid candidates will show that they achieved a workable outcome in the face of any coworker-related difficulties. Bad candidates will blame others and shirk accountability.

[View All Answers](#)

Question - 30:

What is an exception flow in a use case?

Ans:

This is a flow that accounts for an unexpected or unusual result within the application process. The exception will be handled according to its designed flow.

[View All Answers](#)

Question - 31:

Differentiate between Fish Model and V Model?

Ans:

Fish model is comparatively very costly and time consuming, while, V model requires less time and cost. Moreover, Fish model is used when there were no ambiguities in the customers' requirements. Otherwise, other model is preferred.

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Question - 32:

Define Use Case Model?

Ans:

Use case model shows sequence of events and stream of actions regarding any process performed by an actor.

[View All Answers](#)

Question - 33:

Why do you think you might like to live in the community in which our company is located?

Ans:

Just a few weeks ago, I had the opportunity to spend several days in your community, and I fell in love with it. I love the fact that you have a thriving riverfront. I'm



impressed with the many cultural opportunities here - opera, theater, art, and independent films. I've also already become a fan of the Saints and the other sports teams based here. I have conducted significant Internet research on this city, so I am quite comfortable with your location.

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Question - 34:

20 Questions to Ask in Researcher Business Development Interview:

Ans:

Role Based Interview Questions:

- 1) What is your job role? Your title?
- 2) How is your job measured?
- 3) What does a typical day look like?
- 4) What skills are required to do your job?
- 5) What knowledge and tools do you use in your job?
- 6) Who do you report to? Who reports to you?

Company Based Interview Questions:

- 7) In which industry or industries does your company work?
- 8) What is the size of your company (revenue, employees)?

Goals Based Interview Questions:

- 9) What are you responsible for?
- 10) What does it mean to be successful in your role?

Challenges Based Interview Questions:

- 11) What are your biggest challenges?

Watering Holes Based Interview Questions:

- 12) How do you learn about new information for your job?
- 13) What publications or blogs do you read?
- 14) What associations and social networks do you participate in?

Personal Background Based Interview Questions:

- 15) Describe your personal demographics (if appropriate, ask their age, whether they're married, if they have children).
- 16) Describe your educational background. What level of education did you complete, which schools did you attend, and what did you study?
- 17) Describe your career path. How did you end up where you are today?

Shopping Preferences Based Interview Questions:

- 18) How do you prefer to interact with vendors (e.g. email, phone, in person)?
- 19) Do you use the internet to research vendors or products? If yes, how do you search for information?
- 20) Describe a recent purchase. Why did you consider a purchase, what was the evaluation process, and how did you decide to purchase that product or service?

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Question - 35:

Describe a situation where you worked under a tight deadline?

Ans:

Here, you are asking interviewees to tell a success story that demonstrates how they organized their workflow, dealt with pressure, and navigated through competing priorities. It's a good opportunity to hear a candidate's planning process, how they communicate with others, and how they collaborate with colleagues toward a common goal. Did the candidate try to extend the deadline if possible? Did the candidate ask for additional help? Most importantly, did they fully commit their own time to meeting the deadline and ask others to commit, too?

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Question - 36:

What is the difference between Business Analyst & System Analyst?

Ans:

The business analyst must understand IT and also has to understand the stakeholders needs. A systems analyst has the ability to look at a program or utility and see the code. They can go in and pinpoint where changes need to be made.

[View All Answers](#)

Question - 37:

What does JAD stand for?

Ans:

It means Joint Application Development.

[View All Answers](#)

Question - 38:

Do you have suggestions to make an effective use-case model?

Ans:

Yes, I would suggest making two separate diagrams. One serves as a use-case and the other serves as an actor diagram. So that we can highlight all the possible activities in a use case & in actor diagram and then we can merge both the diagrams to get an effective use-case diagram.

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Question - 39:

Do you know what is meant by an alternate flow in a use case?

Ans:

It is the alternative solution or activity in a use case that should be followed in case of any failure in the system.



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Question - 40:

Describe a situation where you needed to work with a client or customer who was very different from you?

Ans:

Similar to the last question, this one asks candidates to demonstrate how adaptable they are when interacting with various personalities. Explore whether candidates can change up their style of communication for different people. This question allows you to evaluate emotional intelligence and people skills.

[View All Answers](#)

Question - 41:

Describe a situation where you needed to persuade someone to accept your point of view or convince them to change something?

Ans:

This is another situational question exploring soft skills such as communication and relationship building. A candidate should demonstrate empathy and listening skills that allow him or her to understand the other side of a situation but also help bring about a change of opinion. Candidates should show how they negotiate and generally develop and strengthen relationships with others.

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Question - 42:

What does a Business Analyst do, what are their Roles and responsibilities?

Ans:

The most important responsibilities of a business systems analysts are as a communication conduit between the stakeholders and the team
Related: What does a business analyst do?

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Question - 43:

Define Scrum Method?

Ans:

It is one of the agile methods, used to develop iterative information systems. In this method a small team works on the assigned tasks for a time period of 30 days usually.

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Question - 44:

Do you have any idea about Agile Manifesto?

Ans:

Agile Manifesto is a guide for software developers about the development principles to ensure iterative solutions.

[View All Answers](#)

Question - 45:

Can you define the diagrams most used by business analysts?

Ans:

Again, the hiring manager wants reassurance you have the skills to get the job done and know case, activity and sequence diagrams.

[View All Answers](#)

Question - 46:

Describe a mistake you've made professionally?

Ans:

We're all human, and candidates should be able to admit that they've made mistakes at certain times. This situational question is really more about finding out how a candidate learns, reflects upon mistakes, and takes lessons learned into the future. If a candidate refuses to admit to any past mistakes, then it's a sign that he or she isn't willing or able to learn anything from difficult situations.

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Question - 47:

Describe a situation where you had to work with a difficult manager or important client/customer?

Ans:

The answer can reveal a candidate's behavior toward authority, communication, and problem solving. The person you want to hire will not allow personal feelings or disagreements to get in the way of working relationships inside the company. A good candidate should demonstrate emotional maturity and professionalism above all else.

[View All Answers](#)

Question - 48:

What is a Use Case diagram used for?

Ans:



The use case diagram defines the role of each actor that is associated to a particular role or system. A use diagram is also a behavioral diagram and a part of UML. An example of this is an "Order Management" as the main function, in such a case the person that is given the order is an actor. Download the questions and answers here right click save as. You can read them on your tablet, mobile phone, e-reader device or anything else that can read PDF documents.

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Question - 49:

What documents are used for use cases?

Ans:

There are 2 documents:

FRD (functional requirement document)

SDD (system design document) which can also be called TRS (Technical requirements specifications)

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Question - 50:

Explain briefly the use case model?

Ans:

The use case model requires a use case diagram. It describes the business environment. Its primary goal is to show the series of events and actions within any given process that will be performed by an actor.

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Question - 51:

What do we mean by SWEBOK?

Ans:

It means Software Engineering Body of Knowledge.

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Question - 52:

How many types of actor can be there in a Use-Case?

Ans:

There are primary and secondary actors. Primary actors start the process and secondary actors assist them. Moreover, actors can be of four types such as Human, System, Hardware and Timer.

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Question - 53:

Can you define mis-use case?

Ans:

It is a term derived from use-case. Unlike use case, a mis-use case is something that shows -what kind of malicious activities can be performed by an actor that may result in system failure.

[View All Answers](#)

Question - 54:

What is a flowchart and why it is important?

Ans:

Flowchart shows complete flow of system through symbols and diagrams. It is important, because it makes the system easy to understand for developers and all concerned people.

[View All Answers](#)

Question - 55:

What documents should be delivered by a Business Analyst?

Ans:

The documents that a business analyst should deliver are "functional specification documents, technical specification documents, Requirements traceability, BRD (business requirements document), Use case diagrams and Business flow documents.

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Question - 56:

Tell me what is the significance of using an Activity diagram?

Ans:

The activity diagram is important because it gives an outline of the work flow within the business as well as the activities and action completed.

[View All Answers](#)

Question - 57:

Explain what is Benchmarking?



Ans:

Benchmarking is about measuring performance of an organization to compete in the industry. In this process a company may measure its policies, performance, rules and other measures.

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Question - 58:

Tell me how many key areas are there in a Kano Analysis?

Ans:

They are three in number, namely as Unexpected Delighters, Performance Attributes and Must Have Attributes.

[View All Answers](#)

Question - 59:

Do you have any idea about Pugh Matrix?

Ans:

Pugh Matrix is used to decide about the most optimal and alternate solutions. This technique is now a standard part of Six Sigma technique. It is also known as problem or design matrix.

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Question - 60:

Do you think Activity Diagram is important and how?

Ans:

As the name implies, activity diagram is all about system activities. Main purpose of activity diagram is to show various activities taking place in an organization in different departments.

[View All Answers](#)

Question - 61:

What do you think are the key strengths of a business analyst?

Ans:

Since business analysis is an evolving profession, hiring managers want to know that you are aware of the necessary skills for success. You probably have your own list, but make sure to highlight both the technical and nontechnical attributes needed.

[View All Answers](#)

Question - 62:

What are the different types of diagrams and what do you know about them?

Ans:

Use case diagram (see answer above), activity diagram (see answer above), Collaboration diagram.

A collaboration diagram, also called a communication diagram or interaction diagram, is an illustration of the relationships and interactions among software objects in the Unified Modeling Language (UML). The concept is more than a decade old although it has been refined as modeling paradigms have evolved.

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Question - 63:

How can you differentiate between pool and swimlane?

Ans:

A swimlane is related to group activities on an activity diagram while a pool is dedicated activity to a single person.

[View All Answers](#)

Question - 64:

What do you think is better, the Waterfall Model or Spiral Model?

Ans:

It all depends on the type and scope of the project. Also a life cycle model is selected on the basis of organizational culture and various other scenarios to develop the system.

[View All Answers](#)

Question - 65:

Which business intelligence tools or systems have you worked with previously?

Ans:

Cite the specific tools and how you've used them. If you have used a system the company employs, mention your experience to the hiring manager. If you're not familiar with it, discuss how you plan to quickly get up to speed.

[View All Answers](#)

Question - 66:

How can you explain the user centered design methodology?



Ans:

It all depends on the end users. In such scenario, we develop the system with a user's point of view. Who are the end users, what they require etc. Personas are basically social roles, performed by any actor or character. It is derived from a Latin word meaning character. In marketing terminology, it represents group of customers/end users.

[View All Answers](#)

Question - 67:

How do you manage frequently changing customers' requirements while developing any system?

Ans:

As a business analyst, I would develop a document stating clearly that no change will be accepted after a certain period of time and get it signed by the user.

[View All Answers](#)

Question - 68:

Define Agile?

Ans:

Agile is basically a technique that uses several light-weight methodologies such as Rapid Application Development (RAD), Extreme Programming (XP) and SCRUM. All these methodologies focus on the development of iterative solutions.

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Question - 69:

Define Use Case points?

Ans:

Use Case points are used to evaluate the cost of work done to develop the system.

[View All Answers](#)

Question - 70:

Define BCG Matrix?

Ans:

The Boston Consulting Group (BCG) matrix is developed to analyze several of business processes and new product offerings from companies. It is a useful tool that can be used in portfolio analysis, strategic management, product management, and brand marketing.

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Question - 71:

Define BPMN Gateway?

Ans:

BPMN Gateway is a processing modeling component that is used to control flow of interaction, sequence of processes.

[View All Answers](#)

Question - 72:

Have you ever used Kano Analysis in your previous jobs and how do you define it?

Ans:

Yes, I have used Kano Analysis in one of my previous jobs. Kano Analysis is used to analyze a system in terms of its requirements to identify its impact on customers' satisfaction.

[View All Answers](#)

Question - 73:

Explain what is Pareto Analysis?

Ans:

It is a decision making technique, also known as 80/20 rule. It is used for quality control and defect resolution. It explains few factors that can be responsible for big problems. It is named as 80/20 rule, because as per this rule, 80 % effects in the system, arises from 20 % causes.

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Question - 74:

In your previous experience, what kind of documents you have created?

Ans:

I have worked on, Functional Specification Documents, Technical Specification Documents, Business Requirements Documents, Use Case Diagram etc.

[View All Answers](#)

Question - 75:

How have you handled difficult stakeholders?

Ans:



Answer this one head on. The hiring manager is trying to get a good understanding of your soft skills, particularly your communication abilities. Working with people from different areas of the company and perspectives is an area where nontechnical skills are key.

[View All Answers](#)

Question - 76:

How do you handle changes to requirements?

Ans:

Your logical-thinking skills are being put to the test with this one. One potential response is something along the lines of, "First, I prioritize the changes to requirements, scope of changes and the impact analysis to the project. Next, I perform an impact analysis to the project cost, timeline and resources. Finally, I evaluate whether the scope change is introducing new gaps to the technical or functional designs or development and testing."

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Question - 77:

Can you name the two types of diagrams heavily used in your field?

Ans:

The two diagrams are Use Case Diagram and Collaboration Diagram

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Question - 78:

What INVEST stands for?

Ans:

INVEST means Independent, Negotiable, Valuable, Estimable, Sized Appropriately, Testable. It can assist project managers and technical team to deliver quality products/services.

[View All Answers](#)

Question - 79:

How do you define Personas?

Ans:

Personas are used instead of real users that assist developers and technical team to judge the user behavior in different scenarios, more clearly. Personas are basically social roles, performed by any actor or character. It is derived from a Latin word meaning character. In marketing terminology, it represents group of customers/end users.

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Question - 80:

Do you know what 8-omega is?

Ans:

It is a business framework that is mainly being adopted by firms and organizations for the betterment of their business. Its key factors are Strategy, People, Process, Technology.

[View All Answers](#)

Question - 81:

Define Pair-Choice Technique?

Ans:

The pair-Choice Technique is used to give priority to various items in a process. It is mainly used when distinctive stakeholders are involved in the project. This technique asks from the group to compare each item with the other and select the one having highest priority.

[View All Answers](#)

Question - 82:

What BPMN stands for?

Ans:

It is Business Process Model and Notation. It is a graphical representation of business processes.

[View All Answers](#)

Question - 83:

What is SQUARE stands for?

Ans:

SQUARE stands for Security Quality Requirements Engineering. It is one of the software engineering steps that mainly focus on documenting the security requirements of the system.

[View All Answers](#)

Question - 84:

Explain what is OLTP Systems?



Ans:

OLPT stands for On-Line Transaction Processing; such systems are capable to perform database transactions and are meant to provide good speed for database transactions. These systems are mainly used for data entry and retrieving data from the database.

[View All Answers](#)

Question - 85:

What is the difference between Business Analyst and Business Analysis?

Ans:

Business Analysis is the process performed by the Business Analyst.

[View All Answers](#)

Question - 86:

Explain what are extends?

Ans:

Extends are actions that must take place in a use case.

[View All Answers](#)

Question - 87:

Why are flow charts important?

Ans:

The hiring manager is trying to learn how you will work with all team members. A suitable answer here is that flow charts play an important role in explaining concepts and processes to both technical and nontechnical members.

[View All Answers](#)

Question - 88:

Tell me about your typical project approach?

Ans:

Here, the hiring manager wants to ensure you have an overall understanding of the business analysis planning process. Rather than listing numerous projects and processes, talk more about the general phases or types of deliverables you might create, while letting the hiring manager know you can customize your approaches to projects.

[View All Answers](#)

Question - 89:

What do you know about SDD?

Ans:

Your lingo acumen is being tested when you get one of these types of questions. Explain the system design document (SDD) is a middle step dividing business users and developers.

[View All Answers](#)

Question - 90:

What does UML stand for?

Ans:

It stands for Unified Modeling Language.

[View All Answers](#)

Question - 91:

Tell us what are exceptions?

Ans:

These are the unexpected situations or results in an application.

[View All Answers](#)

Question - 92:

Define SaaS?

Ans:

SaaS means Software as a Service. It is related to cloud computing. It is different from other software as you don't need this type of software to be installed on your machine. All you need is an Internet connection and a Web Browser to use it.

[View All Answers](#)

Question - 93:

What steps are required to develop a product from an idea?

Ans:



You have to perform, Market Analysis, Competitor Analysis, SWOT Analysis, Personas, Strategic Vision and Feature Set, Prioritize Features, Use Cases, SDLC, Storyboards, Test Cases, Monitoring, Scalability.

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Question - 94:

What FMEA stands for?

Ans:

It means Failure Mode and Effects Analysis. It is a failure analysis, that is used mainly in product development, system engineering and operations management. This analysis is performed to figure out various failure modes and their severity in any system.

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Question - 95:

Define Application Usability?

Ans:

Application usability is actually the quality of the system that makes the system useful for its end users. System's usability is good if it is capable of achieving users' goals. Personas are basically social roles, performed by any actor or character. It is derived from a Latin word meaning character. In marketing terminology, it represents group of customers/end users.

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