



**PASS IIBA® CPOA  
IN THE VERY FIRST  
ATTEMPT!**

# **IIBA® CPOA CERTIFICATION TRAINING BROCHURE**

***100% SUCCESS OR 100% REFUND***

# ABOUT ADAPTIVE US

Adaptive US is the world's #1 IIBA Certifications training organization. We have helped 1500+ students complete IIBA certifications. Adaptive US provides CBAP, CCBA, ECBA, CPOA, AAC, CBDA online training, question banks, study guides, simulators, flashcards, audio books, digital learning packs across the globe.

Adaptive US is the only training organization to offer success guarantee and all-inclusive plans for its workshops.

## Key facts

- World's largest BA publisher and assessments provider.
- Premiere Partner to IIBA, Canada.
- 1800+ certified BA professionals.
- 400+ BA workshops - 10000+ BAs trained.
- Our trainers are part of BABoK V3 authoring and exam committees and have served 200+ top-notch clients including Wells-Fargo Bank, Credit Suisse, HP, CGI, AXA, AkzoNobel, Ness, Unisys, etc. We are proud to have a 100% key client retention rate.

## Vision

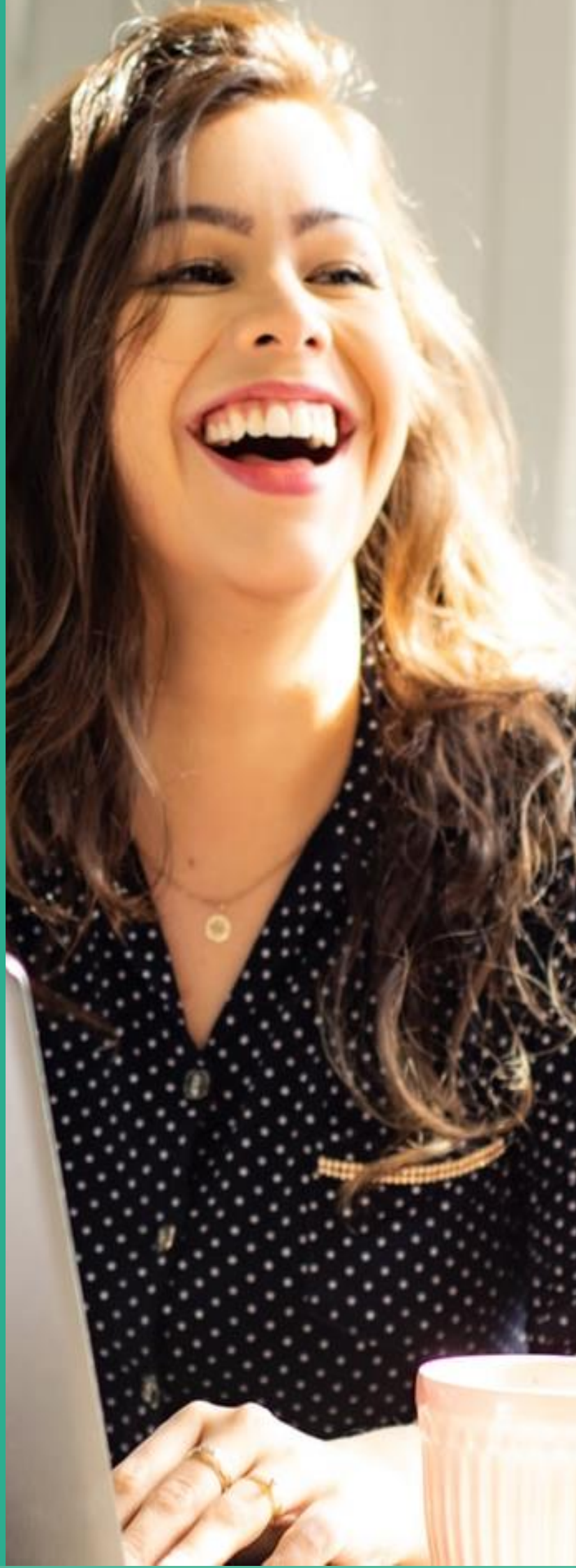
To be the most admired business analysis solutions provider in the world.

## Mission

To help our participants and clients succeed in their business analysis career and endeavor.

## Quality policy

Delight customers through innovative, timely and cost-effective solution.



# ADAPTIVEUS USPs

## PROVEN CAPABILITIES

Adaptive has successfully completed over 400+ business analysis and requirements engineering workshops. Our trainers come with cumulative experience of 150+ person-years. Adaptive has significant expertise in helping clients in their business analysis and requirements engineering competency development. Adaptive has been associated with the world's largest paints manufacturing company for improving their business analysis and requirements engineering competency.

## CPOA MASTER CLASS WITH 100% SUCCESS OR 100% REFUND

We share your success and failure. We have you covered for 2 unsuccessful CPOA exam attempts by paying for the exam retake fees totaling to USD 390 and refund of the course fees paid to Adaptive minus payments made to IIBA, if you are unsuccessful in the 3rd attempt, upon meeting our terms.

[Learn More](#)

## EXCELLENT FEEDBACK

Adaptive workshops have received 500+ excellent feedbacks.



Customer feedbacks are available at [Review \(adaptiveus.com\)](https://www.adaptiveus.com/review)



## SUCCESS RATE

We have certified 1800+ professionals for IIBA Certifications, while maintaining a 97+% success rate. Rest assured; you are in the best hands to succeed in the very first attempt.

## PRACTITIONERS WHO TRAIN

All Adaptive trainers are practicing business analysts who have shaped the industry, been authors of IIBA Guides and have been part of the exam setting committees. They have implemented and have been practicing BA concepts for improving BA competency for their clients for more than 25 years. All of them are proficient in product engineering activities and tools and are CPOA certified.

## PERSONALIZED ATTENTION

With Adaptive, you are assured of personalized attention from every member in Adaptive. We take pride in the fact that almost all our clients have come back repeatedly to us for their services.

## FOCUSED CPOA QUESTION DISCUSSION TO ENABLE PASSING IN THE FIRST TAKE

We have dedicated 1 hour live exam prep tutorials for 6 months in preparing students for questions. This is where the trainer clarifies subject-related and exam-related questions that the students may have and explain how to arrive at the final answer, which is crucial from the exam preparation perspective. This helps students a great deal in improving their understanding of answering questions and relating them to CPOA.

## EASY VIRTUAL ONLINE CLASSES

Courses can be taken from anywhere with class recordings to re-watch classes later.

## WE SUPPORT YOU TILL YOU PASS

Re-sit for classes at no extra cost if you did not pass in the first attempt, and more along with success guarantee - [Terms & Conditions \(adaptiveus.com\)](https://adaptiveus.com/terms-conditions)

## BA EARNINGS

Adaptive has developed eLearnings on business analysis and requirements engineering concepts for continuous learning.

## ACCREDITATIONS

Adaptive is an endorsed Education Provider for International Institute of Business analysis ([www.iiba.org](http://www.iiba.org)), Canada. One-stop solution and your partner for all your BA learning needs - We specialize and offer only Business Analysis related skill development courses.

## OUR 5 GUARANTEES

Adaptive US is totally **COMMITTED** to your success and we share the **RISK** and **REWARD** with you.

With us, you can take your IIBA certification exam with complete **PEACE OF MIND**.



# PROGRAM OBJECTIVE

By the end of this course, you'll be able to:

- Master Product Ownership Analysis concepts, best practices, and techniques
- Gain the confidence to pass the exam in the first attempt with the right exam taking strategy
- Gain the confidence to win the best jobs and become a high performing POA



# PROGRAM STRUCTURE

## **Session – 1 (3 Hours Live Online Class)**

- Participant and Faculty Introductions
- Course Intro and Test Taking Tips
- Intro to Product Ownership Analysis
- Agile Product Management
- Key Terminologies
- Domains and Techniques Overview

## **Session – 2 (3 Hours Live Online Class)**

### ***Techniques overview***

- Backlog Refinement
- Business Cases
- Collaborative Games
- Decision Modelling and Analysis
- Focus Groups
- Human-Centred Design
- Job Stories
- Kano Analysis
- Metrics and KPIs
- Minimal Viable Product
- NFR Analysis
- Persona
- Product Backlog Management
- Product Roadmap
- Real Options
- Reviews
- Risk Analysis and Management
- Spikes
- Stakeholder Lists and Maps
- Story Mapping

- Value Modelling
- Value Stream Mapping

### **Session – 3 (3 Hours Live Online Class)**

#### ***POA Framework***

- Apply Foundational Concepts
- Cultivate Customer Intimacy
- Engage the Whole Team



### **Session – 4 (3 Hours Live Online Class)**

#### ***POA Framework (Continued)***

- Make an Impact
- Deliver Often
- Learn Fast
- Obsess about Value



## Fortnightly Office Hours/ Q&A Classes

**(12 Live Online Classes - 1 Hour Each for CPOA Experts Master Class**

**24 Live Online Classes - 1 Hour Each for CPOA Ultimate)**

Concept clarification and questions discussion with faculty post the core training. These are scheduled fortnightly office hours.

# PROGRAM HIGHLIGHTS

PROGRAM HIGHLIGHTS	CPOA EXPERTS MASTER CLASS (100% Success or Refund)	CPOA ULTIMATE (100% Success or Refund)
Hours of Live Classes + Office Hours (Q&A) support	24	36
100% success guarantee (2 retakes covered of \$195 each)	✓	✓
30 IIBA PD Hours	✓	✓
440+ Mock questions	✓	✓
4 Simulations	✓	✓
70+ e-Learning Videos	✓	✓
CPOA Study guide	✓	✓
Application Filing Support	✓	✓
Audiobooks, Flashcards	✓	✓

PROGRAM HIGHLIGHTS	CPOA EXPERTS MASTER CLASS (100% Success or Refund)	CPOA ULTIMATE (100% Success or Refund)
Prep Plan, Tips	✓	✓
Live class recording videos + Past Session Recordings	✓	✓
Fortnightly Office Hours/Q&A Classes (2 sessions/month)	12	24
Learning Resource Access Period	Training duration + 6 months	Unlimited
1 extra repeat class (weekend class)	✗	✓
20 Recertification CDUs	✗	✓
1 Business Day Priority Support	✗	✓

**Master Class Plus:** Comprises of CPOA Master Class Takeaways + IIBA Membership + CPOA Exam Fees

**Ultimate Plus:** Comprises of CPOA Ultimate Takeaways + IIBA Membership + CPOA Exam Fees

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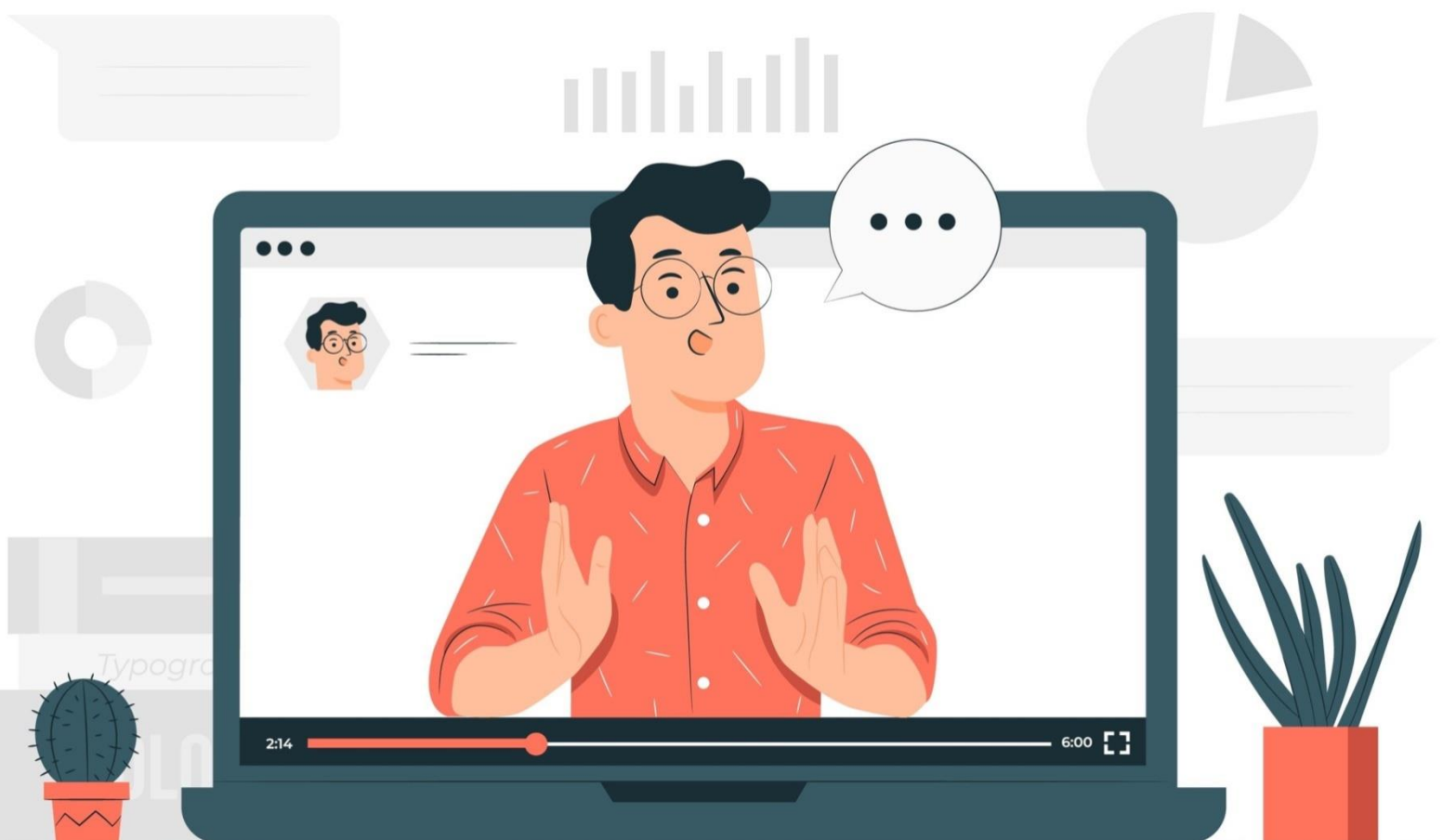


**ENROLL NOW**

100% SUCCESS OR 100% REFUND THAT'S OUR  
PROMISE TO YOU

SUCCESS GUARANTEE | MONEY BACK GUARANTEE |  
SESSION GUARANTEE

# EXPERT INSTRUCTORS





# Victoria Cupet

**CBAP, PMI-PBA,  
AAC, CPOA, CPRE**

- Former Regional Director, IIBA Europe and Africa
- IIBA BABOK Guide V3 Author
- 25+ years of BA experience
- Certified coach, trainer, consultant, best-selling author, and keynote speaker
- Co-author of the bestselling book "The Road to Success"

Detailed profile – <https://www.AdaptiveUS.com/trainers#victoria>





# Tom Tomasovic

**CPOA, IIBA AAC, ECBA**

- Agile BA Practitioner
- 26+ years of strong industry experience as a Business Analyst, Trainer, Mentor and Senior Leader
- Strong technical background, combined with experience in technical writing, technical research, management, and teaching.
- Developed and delivered business analysis training courses.
- Facilitated and supported many professionals in achieving BA professional certifications.

Detailed profile - <https://www.adaptiveus.com/trainers#tom>



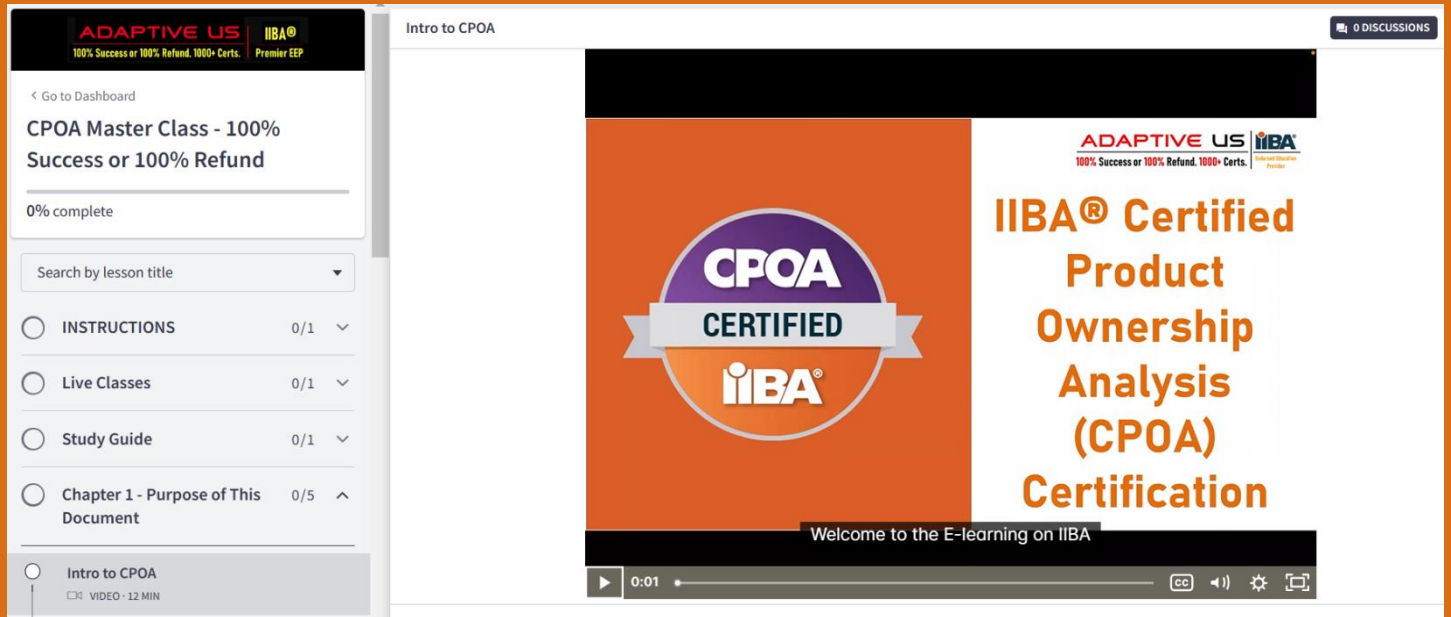
# LN Mishra

**CBAP, CCBA,  
CBDA, CPOA, AAC,  
CCA, ECBA, CPRE**

- World's #1 IIBA® certifications trainer (1500+ certified)
- Member of IIBA Question Setting Committee
- Member of BA Core Standards Authoring Team
- Mentored 200+ global clients and 6000+ BAs
- Author of 12 best-selling books on business analysis
- Versatile trainer, coach and speaker
- 28+ years of working experience as a Business Analyst
- Authored 400+ blogs on Requirements analysis and business analysis

Detailed profile - <https://www.adaptiveus.com/trainers#ln>

# Adaptive LMS



**WORLD'S #1 BA  
LEARNING  
PLATFORM**

**Adaptive's Learning Platform provides access to all the learning materials related to the workshop. You can [register](#) for a trial pack and get access to the following free learning resources:**

1. Sample CPOA study guide
2. 25 Sample CPOA model questions
3. Sample e-Learning videos
4. Sample audiobook
5. Sample flashcards and more



**Adaptive's Learning Platform also hosts the MOST exhaustive CPOA Question Banks, which thoroughly tests your preparedness!**

1. IIBA CPOA Guide based study guide – cliff note version of IIBA CPOA Guide
2. 400+ model questions with answer explanations to test your preparedness
3. 4 Full length CPOA Simulations
4. 70 IIBA CPOA Guide learning videos
5. Audiobooks
6. Flashcards
7. IIBA CPOA Guide and Techniques Mind Maps
8. Multiple categories of questions: Concept, Knowledge based and full-length simulations
10. Fully aligned to the new certification scheme from IIBA
11. Attempt questions and simulations multiple times
12. Extensive reporting on assessment results and performance

- 13. Trusted by thousands of BA aspirants world-wide
- 14. Questions designed by expert faculties who participated in IIBA question preparation team
- 15. Online Assessment System with similar features as PSI
- 16. Assessments can be taken on tablets as well, so prepare on the go!
- 17. Provision to clarify doubts on questions
- 18. Library of 200+ BA templates, Blogs, Videos (Included in Ultimate Plan)



**Jumpstart Your Product Owner  
Career with CPOA Certification**

**ENROLL NOW!**



# CPOA Courseware

1. Comprehensive 165+ pages CPOA Certification Study Guide loaded with key terms to help you prepare for the certification exam.
2. The Study guide is created based on extensive research of the IIBA CPOA Guide by our experts and it captures all the essentials from the exam perspective.
3. Presented in a very well-organized way, it's a great resource to help you prepare for examinations with minimal effort.
4. The concise, crisp study guide captures all essentials in one document removing all duplications and redundancies.
5. Master the core concepts of CPOA using this guide book.

ADAPTIVE US INC.

## Mastering CPOA™

**Save 80 Hours  
of Your CPOA™  
Preparation Efforts**



1000+ IIBA® Certified  
Professionals

**ADAPTIVE US** | **IIBA**  
100% Success or 100% Refund. 1000+ Certs. | Endorsed Education Provider



# CUSTOMERS SPEAK

“A big thanks to the whole Adaptive US Team for their excellent work in helping in people development and supporting the BA community. The portal is so rich with resources - study guide, videos, questions etc. which aided me in passing the CPOA exam in my first try.



**MOHAMMED AZMY ATEIA**

★★★★★



“Happy to become CPOA certified. Thank you, LN! I could not have achieved this success without the aid of Adaptive US. I am a big fan and look forward to connecting soon. Thank you so much for all your support and motivation! So excited to utilize my new skills to drive success!



**CHARLES WRIGHT**

★★★★★

“Adaptive has always been the driving force behind me being able to not just pass my IIBA exams but always score in the higher tier of candidates who pass the exam. The CPOA guide was a timely release that summarized the Guide to POA perfectly - absolutely instrumental in ensuring CPOA certification was a quick win.



**MOHAMED AAMIR HUSSAIN**

★★★★★

“I'm very happy to share that I have successfully passed the IIBA-CPOA exam and I am now certified. Special thanks to Adaptive US, especially Mr. LN Mishra for the great exam preparation materials and exam tips which helped me face the exam confidently and ace it.



**AHMED TAHA**

★★★★★

# OUR LEARNERS COME FROM



UPS



Finserve



Linfox



CIPA, Botswana



FMO Bank



Amazon



Walmart



NTT Data



Tesco



Wells Fargo



Sobeys



Westpac Group



Telstra



Avanade



Accenture



**HYUNDAI**

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**& More...**





# CORPORATE CUSTOMERS

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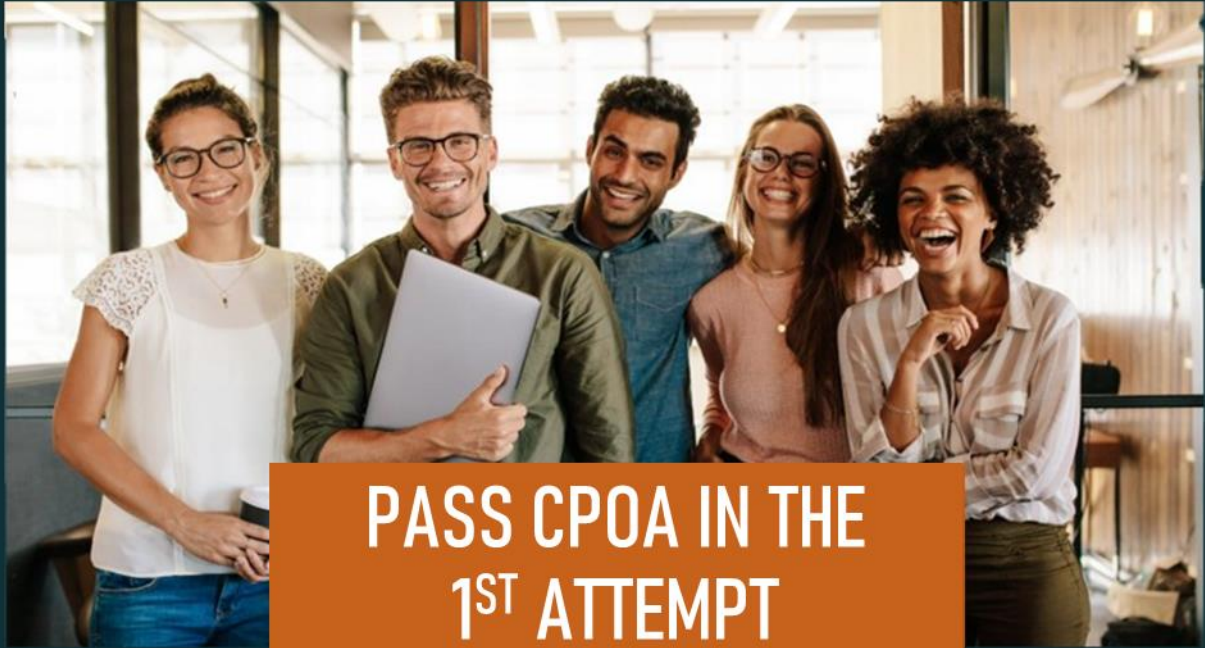
UCLA Health



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solutionsskema  
BUSINESS SCHOOL  
NTRS  
National Training and  
Reskilling Scheme

amsix



FOR ANY FURTHER QUESTIONS PLEASE WRITE TO [INFO@ADAPTIVEUS.COM](mailto:INFO@ADAPTIVEUS.COM)