Agent Factory Certification Quiz

Building Digital Full-Time Equivalents (FTEs) 90 Multiple Choice Questions with Answers & Rationales
January 2026 Edition

Q1. A company already uses predictive analytics to forecast churn. They now want AI that can take actions automatically (sending retention offers, updating CRM, scheduling follow-ups). Which AI wave does this transition represent?

A. Predictive AI
B. Generative AI
C. **Agentic AI** ✓
D. Analytical AI

Correct Answer: C
Rationale: Agentic AI moves beyond prediction/content to autonomous action loops.

Q2. Why does the curriculum emphasize "Code as the Universal Interface" rather than code as just software development?

A. Code is faster than natural language
B. **Code allows AI agents to interrogate real systems and data** ✓
C. Code replaces the need for specs
D. Code reduces token costs

Correct Answer: B
Rationale: Code lets agents query databases, call APIs, execute actions—interacting with reality.

Q3. Which characteristic most clearly distinguishes an AI Agent from a chatbot?

A. Conversational ability
B. Large language model usage
C. **Autonomous goal pursuit with tool use** ✓
D. Natural language understanding

Correct Answer: C
Rationale: Agents pursue goals, use tools, maintain state, and self-correct. Chatbots mainly respond to inputs.

Q4. In the Agent Factory worldview, what fundamentally changes when moving from tool-centric enterprises to agent-centric enterprises?

A. SaaS tools are eliminated
B. Humans stop working
C. **Logic moves from people's heads into specs and skills** ✓
D. APIs are no longer needed

Correct Answer: C
Rationale: Knowledge becomes reusable intellectual property encoded in specifications and skills.

Q5. Why is Markdown treated as a "programming language" in Agent Factory?

A. Markdown executes faster
B. Markdown is easier than Python
C. **AI agents can reliably execute structured natural language** ✓
D. Markdown replaces SDKs

Correct Answer: C
Rationale: Structured natural language in Markdown becomes executable instructions for AI agents.

Q6. Which of the following best represents the OODA loop used by General Agents?

A. Prompt → Response → Save
B. **Observe → Decide → Act → Correct** ✓
C. Train → Deploy → Monitor
D. Predict → Generate → Answer

Correct Answer: B
Rationale: The OODA loop (Observe–Orient–Decide–Act, extended with correction) enables reasoning, action, and self-improvement.

Q7. Why does the curriculum warn against calling Claude Code merely a "coding agent"?

A. It cannot write code
B. It only works in terminals
C. **It solves business problems using code as a tool** ✓

D. It is slower than IDE-based agents

Correct Answer: C
Rationale: Code is the mechanism — the real purpose is solving broader business problems.

Q8. Which of the following best explains Agent Skills (SKILL.md)?

A. Prompt templates reused across chats
B. Fine-tuned model weights
C. **Deterministic, reusable expertise encoded as instructions + logic** ✓
D. MCP server configurations

Correct Answer: C
Rationale: Skills are standardized, reusable, deterministic packages of business expertise.

Q9. What is the primary purpose of MCP (Model Context Protocol)?

A. Improve language generation quality
B. Reduce hallucinations
C. **Connect agents to live external systems** ✓
D. Replace APIs

Correct Answer: C
Rationale: MCP serves as the standardized data and action bridge between agents and external tools/systems.

Q10. A customer service workflow must handle 5,000 identical tickets/day with strict compliance. Which agent type is most appropriate?

A. General Agent
B. Coding Agent
C. **Custom Agent via SDK** ✓
D. Chatbot

Correct Answer: C
Rationale: High volume + strict compliance needs = Custom Agent with strong guardrails and orchestration.

Q11. Why are General Agents considered expensive per task but valuable?

A. They use larger models
B. They require human supervision
C. **They handle non-routine, high-judgment work** ✓
D. They consume more memory

Correct Answer: C
Rationale: Their economic value lies in solving novel, ambiguous problems that rigid software cannot.

Q12. What is the key output of Spec-Driven Development?

A. Prompts
B. Conversations
C. **Executable specs that agents can implement** ✓
D. Training datasets

Correct Answer: C
Rationale: Specs serve as the "source code" that defines the logic and behavior of an agent.

Q13. Why does Agent Factory separate testing code (TDD) from testing reasoning (Agent Evals)?

A. Reasoning cannot be tested
B. Code accuracy guarantees reasoning accuracy
C. **Agents can be logically wrong even if code passes** ✓
D. Evals are cheaper than TDD

Correct Answer: C
Rationale: Reasoning quality must be evaluated semantically; code passing doesn't mean the logic was correct.

Q14. What role does the Golden Dataset play in Agent Evals?

A. Model training
B. Prompt tuning
C. **Pre-deployment examination of agent reasoning** ✓
D. Data labeling

Correct Answer: C

Rationale: It acts as a standardized "exam" to ensure the agent handles various scenarios correctly before going live.

Q15. Why does updating a SKILL.md require regression testing?

A. To reduce token usage
B. **To ensure previous competencies still perform correctly** ✓
C. To retrain the model
D. To update MCP schemas

Correct Answer: B
Rationale: Skills are reusable assets—changes to fix one path must not degrade past behavior in other paths.

Q16. Which element of a spec defines when a skill should activate?

A. Identity
B. Logic
C. **Success Trigger** ✓
D. Error Protocol

Correct Answer: C
Rationale: Triggers map environmental situations or inputs to specific skill activations.

Q17. Why does Agent Factory recommend external scripts (Python/Bash) for math and formatting?

A. LLMs cannot calculate
B. **Scripts reduce hallucination and increase determinism** ✓
C. Scripts are cheaper than tokens
D. SDKs require scripts

Correct Answer: B
Rationale: Deterministic logic belongs outside probabilistic models to ensure 100% accuracy in math/formatting.

Q18. Which deployment pattern minimizes risk when introducing agents into high-stakes workflows?

A. Immediate full automation
B. Batch processing
C. **Shadow mode** ✓
D. Fine-tuning first

Correct Answer: C
Rationale: Shadow mode allows validation of agent decisions against reality without actual consequences.

Q19. Why is observability critical in agent deployments?

A. To debug SDK errors
B. **To monitor accuracy, latency, and cost per task** ✓
C. To reduce model size
D. To comply with MCP

Correct Answer: B
Rationale: Agents are workers; their performance (ROI, speed, quality) must be measured like employees.

Q20. Why is selling a solution as a Digital FTE strategically superior to selling it as SaaS?

A. It avoids compliance
B. **It taps into HR/headcount budgets instead of IT budgets** ✓
C. It lowers infrastructure costs
D. It increases token usage

Correct Answer: B
Rationale: Headcount budgets are historically larger and value-based compared to fixed IT/software budgets.

Q21. What economic comparison most convinces executives to approve a Digital FTE?

A. Token cost vs salary
B. API latency vs human speed
C. **Cost per task reduction (~85–90%)** ✓
D. Model benchmark scores

Correct Answer: C
Rationale: Cost-per-task framing aligns directly with corporate ROI and efficiency thinking.

Q22. Which monetization model is most suitable for regulated industries that require data to remain in-house?

A. Digital FTE Subscription
B. Success Fee
C. Skill Marketplace
D. **License Model** ✓

Correct Answer: D
Rationale: Licensing sells the "recipe" (specs/skills) while allowing the data to remain inside the client's secure perimeter.

Q23. Why does the License model treat SKILL.md as the primary asset?

A. It is easier to copy
B. **It contains codified business logic** ✓
C. It replaces models
D. It reduces infrastructure costs

Correct Answer: B
Rationale: Skills encode proprietary business expertise, which is the actual value being licensed.

Q24. What was the key success factor in the Digital SDR case study?

A. Better model selection
B. Prompt engineering
C. **Codifying sales expertise into a reusable Agent Skill** ✓
D. Hiring more SDRs

Correct Answer: C
Rationale: Turning human expertise into a reusable skill asset allows for massive, consistent scaling.

Q25. Why is multi-tenancy essential for scaling Digital FTEs?

A. It improves reasoning
B. **It enables isolated data handling across enterprises** ✓
C. It reduces prompt size
D. It simplifies specs

Correct Answer: B
Rationale: Enterprise trust requires strict isolation between different customers' data and contexts.

Q26. What problem does cloud-native auto-scaling directly solve in Agent Factory?

A. Prompt drift
B. Model hallucinations
C. **Supporting sudden growth in customers without downtime** ✓
D. Skill versioning

Correct Answer: C
Rationale: Auto-scaling allows the factory to spin up as many "digital employees" as needed to meet demand.

Q27. Why is vendor lock-in considered a major strategic risk?

A. Models evolve slowly
B. Token prices increase
C. **Agent skills become non-portable** ✓
D. Specs stop working

Correct Answer: C
Rationale: Lock-in prevents the reuse of your codified IP across different platforms or newer models.

Q28. What is the Scaling Paradox described in the curriculum?

A. AI cannot scale
B. Infrastructure is expensive
C. **Human effort must be decoupled from business growth** ✓
D. Models plateau in intelligence

Correct Answer: C
Rationale: To achieve "Unicorn" scale, revenue must grow non-linearly compared to human headcount.

Q29. Why is OpenAI Apps described as the "App Store moment" for agents?

A. Lower token prices

B. Built-in authentication
C. **Instant global distribution without enterprise sales cycles** ✓
D. Better SDKs

Correct Answer: C
Rationale: Distribution, not just technology, is what unlocks global scale and rapid adoption.

Q30. According to the Agent Factory "Golden Rule," what ultimately determines agent quality?

A. Model size
B. Prompt creativity
C. **The clarity and completeness of the spec** ✓
D. SDK choice

Correct Answer: C
Rationale: "Your spec is your source code." The blueprint determines the outcome.

Q31. An enterprise wants an agent to analyze financial data only when a CSV is uploaded and the phrase "quarterly audit" is used. Which spec component governs this behavior?

A. Identity
B. Logic
C. **Success Trigger** ✓
D. Output Standard

Correct Answer: C
Rationale: Success triggers define the specific context and conditions under which a skill activates.

Q32. Why does Agent Factory treat SKILL.md as a form of Intellectual Property (IP)?

A. It contains proprietary model weights
B. **It represents reusable, codified business expertise** ✓
C. It reduces cloud costs
D. It replaces MCP servers

Correct Answer: B
Rationale: SKILL.md encodes domain expertise into a deterministic digital asset a company can own.

Q33. Which failure mode is most likely if edge cases are not documented in the spec?

A. Increased token cost
B. **Agent hallucinations in rare scenarios** ✓
C. Slower deployment
D. SDK incompatibility

Correct Answer: B
Rationale: Without clear instructions for edge cases, agents "guess" based on probability (hallucination).

Q34. What is the primary architectural reason MCP is preferred over custom point-to-point integrations?

A. Lower latency
B. Easier prompt writing
C. **Standardized, reusable connectivity across agents** ✓
D. Reduced hallucinations

Correct Answer: C
Rationale: MCP provides a universal standard for connecting any agent to any external system.

Q35. Why are General Agents ideal for the "Builder" role in the Agent Factory?

A. They are cheaper to run
B. They can fine-tune models
C. **They can reason across domains and generate new skills or agents** ✓
D. They replace SDKs

Correct Answer: C
Rationale: Builders must reason, plan, and create other assets, requiring general intelligence.

Q36. Which part of the Agent Factory workflow converts human intent into production assets?

A. MCP Servers
B. **The Builder (Claude Code)** ✓
C. The Custom Agent SDK

D. Cloud Infrastructure

Correct Answer: B
Rationale: The Builder interprets high-level specs and generates executable skills and agents.

Q37. Why is manual prompting considered inferior to Agent Skills for enterprise use?

A. Prompts are too short
B. Prompts cannot call tools
C. **Prompts are disposable and non-deterministic** ✓
D. Prompts increase latency

Correct Answer: C
Rationale: Prompts lack the reliability, determinism, and version control required for enterprise operations.

Q38. Which metric best evaluates whether an agent is enterprise-ready?

A. Model benchmark score
B. Token usage
C. **Accuracy over a golden dataset with regression stability** ✓
D. Prompt length

Correct Answer: C
Rationale: Enterprises require consistency and the ability to prove that updates don't break existing logic.

Q39. Why does Agent Factory recommend human-in-the-loop (HITL) for certain workflows?

A. Agents are unreliable
B. **Compliance and high error-cost scenarios require oversight** ✓
C. It reduces cloud cost
D. It improves reasoning speed

Correct Answer: B
Rationale: HITL is a risk-management strategy for high-stakes decisions, not a sign of agent weakness.

Q40. An agent must never approve refunds over $500. Where should this rule live?

A. MCP server
B. Success Trigger
C. **Logic section ("Never list")** ✓
D. Output template

Correct Answer: C
Rationale: Hard constraints and business boundaries must be clearly codified in the agent's logic.

Q41. Why does the curriculum argue that most AI agent failures are organizational, not technical?

A. Models are already perfect
B. Infrastructure is mature
C. **Change management, unclear KPIs, and adoption issues dominate** ✓
D. SDKs are unstable

Correct Answer: C
Rationale: Technology is rarely the bottleneck; human process, buy-in, and measurement are the real challenges.

Q42. Which KPI is least useful when evaluating a Digital FTE?

A. Cost per task
B. Accuracy over time
C. **Number of tokens consumed** ✓
D. Time saved

Correct Answer: C
Rationale: Token consumption is a technical byproduct; business value is found in cost, time, and accuracy.

Q43. Why does the Digital FTE model unlock higher pricing power?

A. AI models are expensive
B. **Customers compare it to employee salaries, not software licenses** ✓
C. It requires custom infrastructure
D. It uses premium SDKs

Correct Answer: B

Rationale: Anchoring against a human salary (e.g., $60k) allows for much higher pricing than a $50/mo SaaS seat.

Q44. Which monetization model best aligns risk-sharing between vendor and client?

A. License
B. Digital FTE Subscription
C. Skill Marketplace
D. **Success Fee** ✓

Correct Answer: D
Rationale: Success fees ensure the vendor is only paid when the agent delivers a specific, valuable outcome.

Q45. Why is shadow mode strategically recommended before full automation?

A. To train the model
B. To improve prompts
C. **To validate performance without business impact** ✓
D. To reduce compute usage

Correct Answer: C
Rationale: Shadow mode derisks deployment by allowing agents to "practice" on live data without acting on it.

Q46. What allowed the Digital SDR agent to outperform human teams so dramatically?

A. Better data
B. Larger models
C. **Instant scaling + deterministic follow-up logic** ✓
D. Cheaper tokens

Correct Answer: C
Rationale: Agents provide the perfect combination of infinite scale and zero "forgetfulness" in follow-ups.

Q47. Why is agent duplication considered exponential scaling?

A. Models get smarter over time
B. **One skill can be instantiated infinitely at near-zero marginal cost** ✓
C. Cloud providers optimize GPUs
D. Token prices decrease

Correct Answer: B
Rationale: Digital assets allow for non-linear growth because the marginal cost of a new "worker" is negligible.

Q48. Which role is most critical for ensuring an agent actually delivers business value?

A. MLOps Engineer
B. Security Lead
C. **AI Product Owner** ✓
D. SDK Maintainer

Correct Answer: C
Rationale: The AI Product Owner bridges the gap between technical capability and business KPIs.

Q49. Why is multi-tenancy non-negotiable for enterprise agent platforms?

A. Faster inference
B. Cheaper hosting
C. **Secure isolation of each customer's data and context** ✓
D. Easier debugging

Correct Answer: C
Rationale: Security and privacy (data isolation) are the first requirements for any enterprise-grade deployment.

Q50. What does the Scaling Paradox force AI startups to optimize for?

A. Better models
B. More features
C. **Distribution and automation over human effort** ✓
D. Cheaper GPUs

Correct Answer: C
Rationale: To reach massive scale, the business must decouple its growth from its human employee count.

Q51. Why is OpenAI Apps strategically important for Agent Factory businesses?

A. Lower token prices
B. Built-in compliance
C. **Instant access to millions of users and enterprises** ✓
D. Better reasoning models

Correct Answer: C
Rationale: Distribution is the "App Store" moment—getting the product in front of buyers without long sales cycles.

Q52. Which scenario should NOT be automated according to the curriculum?

A. Invoice reconciliation
B. Lead qualification
C. **High-stakes legal judgment without review** ✓
D. Customer support triage

Correct Answer: C
Rationale: Irreversible decisions with massive legal or ethical weight require human accountability.

Q53. What is the primary goal of Agent Evals from a buyer's perspective?

A. Reduce hallucinations
B. **Ensure the agent passes an "exam" before being trusted** ✓
C. Improve token efficiency
D. Fine-tune prompts

Correct Answer: B
Rationale: Buyers need a "certification of quality" to trust a digital employee with their business process.

Q54. Why does the curriculum emphasize "Outcome over Usage" pricing?

A. Easier billing
B. Lower infrastructure costs
C. **Aligns AI value with business results** ✓
D. Reduces prompt complexity

Correct Answer: C
Rationale: Businesses don't want to buy "AI usage"; they want to buy completed work.

Q55. Which component ensures enterprise compliance auditing?

A. Specs
B. MCP
C. **Immutable audit logs** ✓
D. Agent Skills

Correct Answer: C
Rationale: Compliance requires a permanent, unchangeable record of every action the agent took.

Q56. Why does Agent Factory recommend 1 Agent Engineer per 3–5 production agents?

A. To reduce salary cost
B. **To handle monitoring, updates, and edge cases effectively** ✓
C. Because SDKs require it
D. Because agents degrade quickly

Correct Answer: B
Rationale: Production agents require human stewardship to maintain accuracy and handle environmental changes.

Q57. What differentiates a Custom Agent from a General Agent at scale?

A. Intelligence level
B. **Guardrails and orchestration control** ✓
C. Model size
D. Token limits

Correct Answer: B
Rationale: Custom agents provide the orchestration needed for predictable, safe results in specific domains.

Q58. Why is spec clarity more important than model choice?

A. Models are identical

B. **Specs determine behavior, constraints, and success** ✓
C. Specs reduce compute cost
D. Specs replace SDKs

Correct Answer: B
Rationale: A powerful model with a bad spec will produce a high-quality failure.

Q59. Which statement best captures the Agent Factory thesis?

A. AI will replace all workers
B. Software is obsolete
C. **The future is manufacturing digital employees, not apps** ✓
D. Models will self-improve endlessly

Correct Answer: C
Rationale: The transition is from "tools for humans" to "autonomous digital labor."

Q60. What ultimately allows an Agent Factory business to reach unicorn scale?

A. Best-in-class models
B. Custom infrastructure
C. **Reusable specs, skills, and automated distribution** ✓
D. Large sales teams

Correct Answer: C
Rationale: Scalability is driven by reusable codified IP and frictionless global delivery.

Q61. Why does the curriculum frame the future enterprise not around software tools but around digital teammates?

A. Tools are too expensive
B. Agents reduce UI complexity
C. **Work is outcome-driven, not interaction-driven** ✓
D. SaaS innovation has stopped

Correct Answer: C
Rationale: Enterprises care about the work getting done, not the dashboard used to do it.

Q62. What fundamentally distinguishes a Digital FTE from traditional automation (RPA)?

A. Uses LLMs
B. Is cheaper
C. **Encodes judgment, not just rules** ✓
D. Runs in the cloud

Correct Answer: C
Rationale: Digital FTEs handle non-routine tasks that require context and decision-making.

Q63. Why is agent autonomy economically valuable?

A. It increases token usage
B. **It reduces the need for human supervision** ✓
C. It improves model benchmarks
D. It replaces MCP

Correct Answer: B
Rationale: Less human supervision equals a lower cost per task and higher scaling potential.

Q64. Which pricing argument resonates most with a CFO?

A. "This uses GPT-5"
B. "It has 99.9% uptime"
C. **"This replaces $80k of annual labor for $12k"** ✓
D. "It's built with MCP"

Correct Answer: C
Rationale: CFOs view software through the lens of labor arbitrage and bottom-line impact.

Q65. Why does the curriculum emphasize cost per task over cost per token?

A. Tokens fluctuate
B. Tokens are confusing
C. **Cost per task aligns directly with business value** ✓
D. Tokens are deprecated

Correct Answer: C
Rationale: Business owners need to know the cost of the outcome, not the cost of the computation.

Q66. What makes specs a defensible competitive moat?

A. They are proprietary model weights
B. **They encode unique organizational knowledge** ✓
C. They are hard to write
D. They reduce cloud bills

Correct Answer: B
Rationale: Codified business logic and domain expertise are harder for competitors to replicate than buying model access.

Q67. Why does the Agent Factory strategy discourage "automation everywhere"?

A. AI is unreliable
B. Automation is expensive
C. **Poorly chosen automation destroys trust and ROI** ✓
D. Humans resist automation

Correct Answer: C
Rationale: Strategic focus on high-impact areas is better than "sprinkling AI" on low-value tasks.

Q68. What is the key risk of automating a process with undefined success criteria?

A. Higher latency
B. Model hallucinations
C. **Inability to validate performance** ✓
D. Increased cloud spend

Correct Answer: C
Rationale: If you don't know what "good" looks like, you can't tell if the agent is failing or succeeding.

Q69. Why is human review within SLA a critical decision checkpoint?

A. To train agents
B. To satisfy auditors
C. **To ensure errors can be corrected before impact** ✓
D. To reduce compute usage

Correct Answer: C
Rationale: Human review for edge cases or high-risk actions prevents catastrophic failures.

Q70. Which statement best reflects the Future of Work described in the curriculum?

A. Humans will be replaced
B. AI will work independently
C. **Humans, agents, and robots will collaborate** ✓
D. Knowledge work will disappear

Correct Answer: C
Rationale: The future is an ecosystem of specialized agents managed by high-leverage humans.

Q71. Why is change management essential for agent adoption?

A. Agents require training
B. **Teams fear job loss and resist adoption** ✓
C. SDKs are complex
D. Models drift

Correct Answer: B
Rationale: Technical success is impossible without addressing the human/cultural impact of AI labor.

Q72. Which executive concern does the Digital FTE framing directly address?

A. Model accuracy
B. Developer productivity
C. **Headcount efficiency** ✓
D. Token optimization

Correct Answer: C
Rationale: Digital FTEs are a solution for doing more work without growing human headcount linearly.

Q73. Why does the curriculum treat distribution as more important than model quality at scale?

A. Models are equal
B. **Distribution determines who captures value** ✓
C. Models stop improving
D. Distribution reduces cost

Correct Answer: B
Rationale: Value is captured by the player who controls the access to the end-user/enterprise.

Q74. What problem does the OpenAI Apps ecosystem solve for startups?

A. Model training
B. Compliance
C. **Enterprise sales friction** ✓
D. Prompt engineering

Correct Answer: C
Rationale: It allows builders to bypass the "18-month sales cycle" by putting agents directly in front of users.

Q75. Why is cloud-native infrastructure critical to Agent Factory economics?

A. Better AI reasoning
B. Manual scaling
C. **Pay-for-use compute with elastic growth** ✓
D. Simpler SDKs

Correct Answer: C
Rationale: Elastic infrastructure ensures margins remain high by matching costs directly to customer demand.

Q76. Which factor most strongly influences enterprise trust in agents?

A. Model provider brand
B. UI design
C. **Security, auditability, and compliance** ✓
D. Prompt quality

Correct Answer: C
Rationale: Enterprises prioritize safety and legal defensibility over fancy features.

Q77. Why is immutable audit logging non-negotiable?

A. Debugging
B. Performance tuning
C. **Legal defensibility and traceability** ✓
D. Cost optimization

Correct Answer: C
Rationale: A permanent record is required to prove what happened in the event of a dispute or error.

Q78. What distinguishes an AI product company from an Agent Factory company?

A. Model ownership
B. UI focus
C. **Manufacturing reusable intelligence at scale** ✓
D. Cloud provider choice

Correct Answer: C
Rationale: Agent Factories focus on the systematic manufacturing of autonomous labor assets.

Q79. Why does the curriculum emphasize spec literacy as a core future skill?

A. Fewer developers needed
B. Specs replace coding entirely
C. **High-leverage humans will define outcomes, not write syntax** ✓
D. Specs reduce bugs

Correct Answer: C
Rationale: Humans are moving up the stack from "typing code" to "orchestrating outcomes."

Q80. What limits a company's ability to scale Digital FTEs globally?

A. Model intelligence
B. Cloud capacity
C. Manual customer support
D. **Spec and skill reusability** ✓

Correct Answer: D
Rationale: If every agent requires custom work, you are a services company, not a scalable factory.

Q81. Why does Agent Factory discourage vendor-specific logic inside skills?

A. Harder to write
B. Higher cost
C. **Reduced portability and long-term leverage** ✓
D. Worse performance

Correct Answer: C
Rationale: Skills should be generic enough to run on any model or platform to protect your IP.

Q82. What is the ultimate unit of value sold in the Agent Factory model?

A. Tokens
B. Models
C. Software licenses
D. **Codified labor** ✓

Correct Answer: D
Rationale: You aren't selling software; you are selling the work that the software performs.

Q83. Why is agent cloning strategically powerful?

A. Faster inference
B. Better reasoning
C. **Zero-marginal-cost scaling of expertise** ✓
D. Improved UX

Correct Answer: C
Rationale: Cloning allows a company to deploy a "top performer" agent to thousands of customers instantly.

Q84. Which signal best indicates agent maturity?

A. Number of prompts
B. Model version
C. **Stable accuracy across updates** ✓
D. SDK choice

Correct Answer: C
Rationale: Stability is the mark of a production-ready, reliable system.

Q85. Why does the curriculum warn against optimizing too early for cost?

A. Costs don't matter
B. Models are cheap
C. **Premature optimization can block value discovery** ✓
D. Cloud providers change pricing

Correct Answer: C
Rationale: Focus on proving the value and accuracy first; compute costs can be optimized once the ROI is clear.

Q86. Which mindset shift defines the developer-as-orchestrator role?

A. Writing faster code
B. Managing prompts
C. **Designing systems of agents, skills, and specs** ✓
D. Debugging models

Correct Answer: C
Rationale: The role moves from building features to building systems of autonomous workers.

Q87. Why is enterprise AI adoption accelerating faster than previous tech waves?

A. Better marketing
B. Cheaper hardware
C. **Software is disrupting itself recursively** ✓

D. Regulations are lighter

Correct Answer: C
Rationale: AI tools are helping developers build AI agents, creating a positive feedback loop for growth.

Q88. What determines whether a Digital FTE is approved without extended debate?

A. Model benchmarks
B. Brand reputation
C. **Clear 3–6 month payback period** ✓
D. Technical architecture

Correct Answer: C
Rationale: Financial incentives (ROI) are the most powerful drivers of enterprise adoption.

Q89. Which statement best summarizes long-term Agent Factory advantage?

A. Best prompts
B. Cheapest tokens
C. **Compounding intelligence assets** ✓
D. Largest team

Correct Answer: C
Rationale: Advantage comes from accumulating a library of reusable, high-performance business skills.

Q90. What is the core promise of the Agent Factory vision?

A. Fully autonomous AI
B. No human oversight
C. **Turning knowledge into scalable digital labor** ✓
D. Replacing SaaS entirely

Correct Answer: C
Rationale: Knowledge is the input; digital labor (FTEs) is the industrial-grade output.