# 74-674<sup>Q&As</sup>

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Delivering Business Value Planning Services.

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**QUESTION 1**

You need to recommend a solution to close the primary technology gap inherent in the Contoso sales process. What should you recommend?

A. Deploy Office 2007 to all sales employees.

B. Move the current App1 customer contact data to Outlook.

C. Move the current Outlook customer contact data to the App1 database.

D. Build a new, custom frontend for App1 that merges multiple data screens.

Correct Answer: A

**QUESTION 2**

You need to recommend enhancing the use of Microsoft Office SharePoint Server to address A.

Datums proposal development process challenges. Which of the following enhancements should you recommend?

A. Automate proposal development review loops to leverage workflow functionality.

B. Develop a more robust taxonomy to improve company-wide search functionality.

C. Create a searchable subject matter expert (SME) database to streamline proposal team member selection.

D. Leverage additional team functionality to drive cross-regional proposal development collaboration.

Correct Answer: A

**QUESTION 3**

You need to identify a solution to meet Woodgrove Banks business goals while minimizing its software costs. Which solution should you identify?

A. A supplier performance report collaboration portal that uses Windows SharePoint Services and includes automated review and approve workflows

B. A supplier performance data management solution that uses built-in Microsoft SQL Server functionality, which can be easily adopted by the departments

C. A project portfolio solution that uses Microsoft Office Project and Microsoft Office Project Server, which includes common resource tables and project status reporting templates

D. A custom Microsoft Office PerformancePoint Server solution that fully automates supplier performance data management and reporting and enhances management of the 40 largest suppliers

Correct Answer: B

**QUESTION 4**

You need to identify which question to ask key stakeholders when assessing how to improve the Contoso sales process. Which question should you ask?

A. What is the software life-cycle for App1?

B. What is the attrition rate for the sales department?

C. How much does each revenue-generating Sales department employee cost per hour?

D. How many revenue-generating Sales department employees utilize App1 information to access and update key account information?

Correct Answer: D

**QUESTION 5**

You need to identify the most relevant value proposition statement for Woodgrove Bank executives. Which value proposition statement should you identify?

A. Implementing the proposed solution will provide greater visibility into supplier performance across the company.

B. Implementing the proposed solution will reduce group operating expenses and improve the quality of supplier performance reports.

C. Implementing the proposed solution will reduce labor time associated with data management, enabling them to improve supplier selection.

D. Implementing the proposed solution will give department managers a tool to better manage their suppliers, reducing the overall cost structure of the bank.

Correct Answer: C

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