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QUESTION 1

You need to identify which business process Fabrikam must improve. Which process should you identify?

- A. Employee safety certification compliance
- B. Environmental compliance reporting
- C. Industry safety trend reporting
- D. Management safety performance reviews

Correct Answer: A

QUESTION 2

You are evaluating an Office System solution for the Fabrikam employee certification process. You need to recommend a solution to improve the process. What should you recommend?

- A. Build an online system for tracking, recording, reporting, and collaboration.
- B. Build a project portfolio management system for safety certification projects.
- C. Publish Excel spreadsheets to an internal Web site and make the Web site available to managers.
- D. Use Excel spreadsheet data to create a script that builds a report and sends it to managers by using e-mail.

Correct Answer: A

QUESTION 3

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

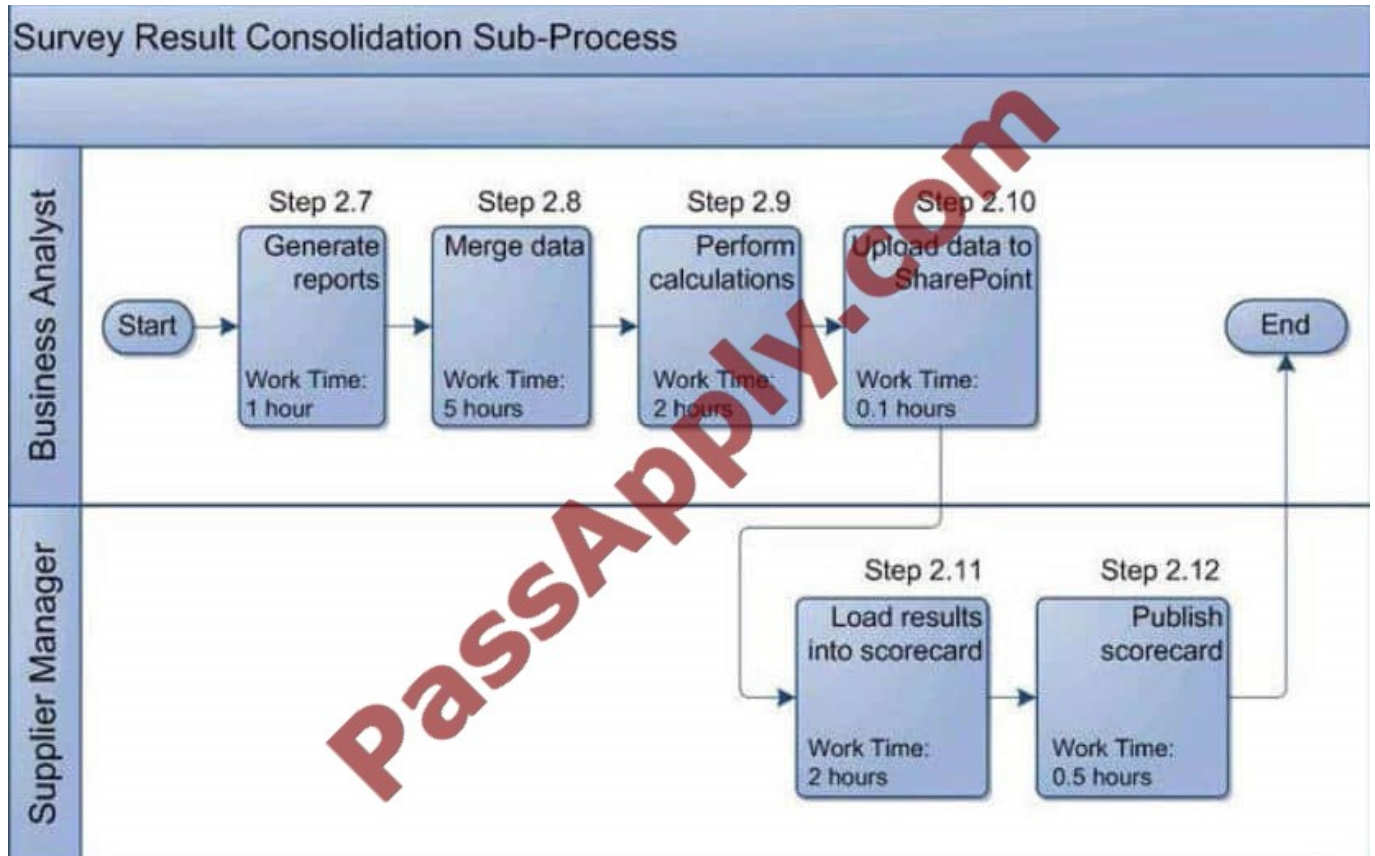
- A. Implementing the proposed solution will provide greater visibility into supplier performance across the company.
- B. Implementing the proposed solution will reduce group operating expenses and improve the quality of supplier performance reports.
- C. Implementing the proposed solution will reduce 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



QUESTION 4

A portion of the current state business process for Woodgrove Bank is shown in the following exhibit. (Click the Exhibit button.) This portion of the business process is repeated every quarter for all 40 suppliers that the ESM group manages directly and is completed by one business manager and one supplier manager. You need to identify the total labor costs the bank would save by removing lines 2.8 and 2.11 from the process. What are the annual total savings?



- A. \$18,000
- B. \$72,000
- C. \$96,000
- D. \$144,000

Correct Answer: B

QUESTION 5

You need to recommend the business process at Contoso that requires the most improvement. Which business process should you recommend improving?



- A. Annual sales revenue reporting
- B. Customer account management
- C. Information technology procurement
- D. Sales staff retention

Correct Answer: B

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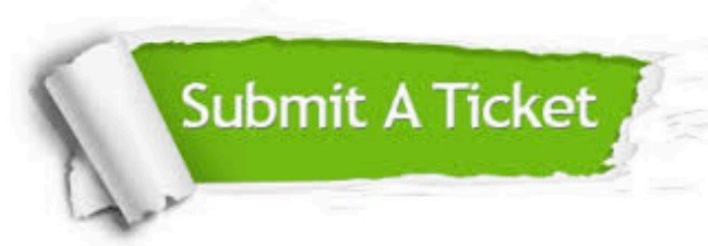
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