



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

Delivering Business Value Planning Services.

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### QUESTION 1

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

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### QUESTION 2

You are evaluating a Microsoft Office SharePoint Server 2007 solution for A. Datum. You need to identify which value proposition statement will have the greatest impact on the Engagement Manager role. Which statement should you identify?

- A. By implementing the proposed solution, A. Datum can reduce staffing overhead.
- B. By implementing the proposed solution, A. Datum will increase its internal rate of return.
- C. By implementing the proposed solution, A. Datum can significantly increase remote project collaboration through SharePoint Server.
- D. By implementing the proposed solution, A. Datum will streamline the amount of time required to develop proposals and will enable the team to augment its focus on engagement work.

Correct Answer: D

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### QUESTION 3

You need to identify the most likely business impacts resulting from the current informal CV process. Which two possible business impacts should you identify? (Each correct answer presents a complete solution. Choose two.)

- A. Strategic misalignment to IT goals
- B. Reduced revenue due to over-staffing
- C. Reduced win rate due to inaccurate CVs
- D. Delayed proposal submissions due to the long cycle time to obtain CVs

Correct Answer: CD

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#### QUESTION 4

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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#### QUESTION 5

You need to recommend business process changes to reduce the amount of time that it takes for sales to obtain CVs. What should you recommend?

- A. Create a workflow between Sales Representatives and Analysts by using request forms.
- B. Integrate CRMApp, CPoint, and ERPApp to obtain the names of the appropriate Analysts.
- C. Create a CV database that has a workflow which forces analysts to periodically update their CV information.
- D. Create a workflow between Sales Representatives and Professional Services Managers by using request forms.

Correct Answer: D

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