



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

Delivering Business Value Planning Services.

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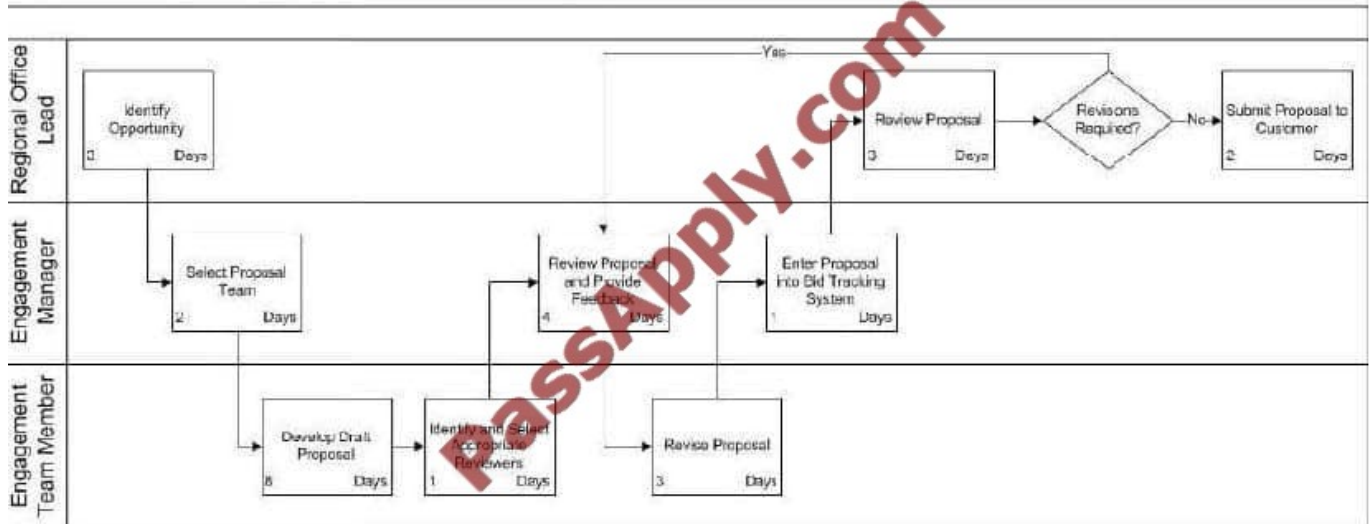




### QUESTION 1

You are evaluating a Microsoft Office SharePoint Server 2007 solution that reduces the amount of time required to draft proposals for A. Datum. A. Datum provides their current process state diagram as shown in the exhibit. (Click the Exhibit button.) You need to identify which process steps the SharePoint Server solution will most substantially affect. Which two process steps should you identify? (Each correct answer presents part of the solution. Choose two.)

A. Datum Corporation – Current State Business Process for Drafting Proposals



- A. Select a proposal team.
- B. Develop a draft proposal.
- C. Review the proposal and provide feedback.
- D. Enter a proposal into bid tracking system.

Correct Answer: BC

### QUESTION 2

You plan to recommend a five-day business value planning services (BVPS) workshop to Woodgrove Bank. You need to recommend a component to include in the workshop. Which Component should you recommend?

- A. Develop a business case.
- B. Create a proof of concept pilot.
- C. Develop Windows SharePoint Services applications.
- D. Build out an end-user training plan and training content.

Correct Answer: A



### QUESTION 3

You are evaluating a Microsoft Office PerformancePoint Server 2007 solution for Woodgrove Bank. You need to identify the gap that exists between the banks current state and its future state based on the maturity level of the current infrastructure. Which gap should you identify?

- A. Desktop application deployment
- B. Hardware requirements
- C. Network architecture
- D. Software licensing

Correct Answer: D

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### QUESTION 4

You need to limit the scope of the sales proposal generation process to ensure that it is completed by the end of a three-day business value planning services (BVPS) workshop. What should you do?

- A. Include the entire CV process and an application integration plan.
- B. Limit the scope to the CV process, workflow, and accuracy. Only include high-level cost and financial benefit details.
- C. Limit the scope to the CV process, workflow, and accuracy. Include a detailed business case and an implementation plan.
- D. Capture the entire professional services resource planning process. Only include high-level cost and financial benefit details.

Correct Answer: B

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### QUESTION 5

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

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