



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

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### QUESTION 1

You need to choose a high-level value proposition statement for the executive management of the Professional Services department. The statement must describe the near-term improved future state for the CV request and update process. Which statement should you choose?

- A. By using eForm templates, shared documents, automated notifications, and workflows, CVs can be obtained in 75 percent less time than the current process.
- B. By using templates, predefined workflow, and shared document repositories, IT can create a frontend for ERPApp, lowering deployment costs throughout the organization.
- C. By using templates and workflow, CVs can be searched, updated, and matched to the appropriate opportunity, creating increased utilization and improved resource management.
- D. By using templates and predefined workflow, sales can be increased by freeing up Sales Representatives time, and customer satisfaction can be improved by better matching resources and opportunities.

Correct Answer: C

### QUESTION 2

You need to document the current state of A.Datum's proposal development process.

What is the current state of the proposal development process? To answer, move the appropriate processes from the list of processes to the answer area and arrange them in the correct order.

Process	Current state
Develop a draft proposal.	
Submit a proposal to the customer.	
Identify an opportunity.	
Review a proposal and provide feedback.	
Select a proposal team.	

Select and Place:



Process	Current state
Develop a draft proposal.	
Submit a proposal to the customer.	
Identify an opportunity.	
Review a proposal and provide feedback.	
Select a proposal team.	

Correct Answer:

Process	Current state
	Identify an opportunity.
	Select a proposal team.
	Develop a draft proposal.
	Review a proposal and provide feedback.
	Submit a proposal to the customer.

### QUESTION 3

You need to identify which problem in the current process has the greatest business impact on the company. Which problem should you identify?

- A. Inconsistent scheduling decreases employee job satisfaction.
- B. Increasing production costs and decreasing unit production reduces profitability.
- C. Inconsistent tracking of safety certification could cause further company shutdowns.
- D. Increased user administration time causes additional need for temporary help and increases process delays.

Correct Answer: C

### QUESTION 4

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 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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