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QUESTION 1

With reference to the Healthcare market, which can be seen as a compelling event representing an opportunity for virtual desktop technology?

A. A legislator imposing the compliance to a common IT system running on a peculiar OS release

B. Uprising of remote patient monitoring outside of conventional clinical settings

C. A legislator imposing marketplaces to buy subsidized health insurance based on income

D. An increase in the average age of the population in the major western countries

Correct Answer: A

QUESTION 2

Which two are true of closed questions? (Choose two.)

A. Closed questions are used to retrieve facts.

B. Respondents can answer closed questions more quickly because they seek a limited amount of detail.

C. Closed questions are used to retrieve opinions.

D. Closed questions are used to make decisions based on the data in a report.

E. Closed questions are excellent for workshops where you need people to come to a consensus about a design decision.

Correct Answer: AB

QUESTION 3

Which discovery methods or aids typically cost a fee?

A. White papers authored by consultants, industry professionals, analyst firms, or vendors

B. Unlimited access to all reports from conferences run by research firms

C. Primary Research

D. Crowdsharing

Correct Answer: B

QUESTION 4

Which two are examples of open-ended questions? (Choose two.)

A. What switch models do you currently use in your network?

B. What are the main reasons why customers prefer ordering services from you?

C. What is the planned ROI for this new implementation?

D. What do you think about the future of the Data Center market?

E. What are your working hours?

F. Does your existing infrastructure maintenance become more problematic each year?

Correct Answer: BD

QUESTION 5

You typically have some measure of control over which two factors of SWOT? (Choose two.)

A. Strengths

B. Weaknesses

C. Opportunities

D. Threats

Correct Answer: AB

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