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QUESTION 1

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. Crowdfunding

Correct Answer: B

QUESTION 2

The Sales leader is an important stakeholder. Why is it important to map technology capabilities to his interests?

- A. To convince other people that they should care about the solution needs
- B. To better understand the impact of meeting or missing a schedule deadline
- C. To show how the solution may balance the interests of Sales, Marketing, and Finance
- D. To count the number of features or capabilities met for each stakeholder

Correct Answer: C

QUESTION 3

A business case shows that an investment has a positive return for a business unit. You suggest cloud-based Infrastructure-as-a-Service (IaaS) should be used instead of upgrading IT hardware in the company's data center. What two key items could have influenced the recommendation? (Choose two.)

- A. Some industry analyst reports say that on average, cloud services have decreased in price by 20% over the past two years.
- B. Your analysis of requirements shows that data center capacity requirements vary by 40% depending on the month of the year.
- C. The company's volume of revenue and transactions will double in the next year.
- D. The current data center is managed by an IT staff with an average of ten years of employment with the company.
- E. The required cloud services have been delivered in the market for three years by six or more companies. There is heavy price competition and the business unit does not expect to have special requirements.

Correct Answer: BE



QUESTION 4

Select and Place:

Put the following items into a sequence for Waterfall development.	
Design architecture and develop common modules	First
Deploy beyond pilot group	Second
Confirm Scope and Priorities	Third
Evaluate benefits from the first two groups of users	Fourth

Correct Answer:

Put the following items into a sequence for Waterfall development.	
	Confirm Scope and Priorities
	Design architecture and develop common modules
	Evaluate benefits from the first two groups of users
	Deploy beyond pilot group

QUESTION 5

Which is a critical first step when thinking about how to communicate technical content to a senior business manager?

- A. Identify a person on her staff who can explain details.
- B. Listen to the customer to understand her KPIs.
- C. Plan out your message to explain potential options.
- D. Draft a high level message using language pulled from the top IT vendors.

Correct Answer: B

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