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QUESTION 1

Which of the following BEST describes the term value proposition?

- A. The net present value of a proposed project.
- B. The value that a product or service offers to customers.
- C. The proposed value of benefits in a cost-benefit analysis.
- D. The value of the Internal Rate of Return of a project.

Correct Answer: B

QUESTION 2

What occurs at handoffs when two actors do not synchronise their work?

- A. Errors.
- B. Queues.
- C. Functions.
- D. Decisions.

Correct Answer: B

QUESTION 3

When analysing stakeholders, it is useful to produce a stakeholder analysis grid. What is depicted on the axes of this grid?

- A. Objectives and interests.
- B. Power and influence.
- C. Perspectives and impacts.
- D. Power and interest.

Correct Answer: D



QUESTION 4

A convenience food manufacturer has undertaken a strategic analysis study and has identified a threat from groups lobbying against the use of packaging for food products. Which of the PESTLE categories would have helped highlight this threat?

- A. Legal.
- B. Environmental.
- C. Technological.
- D. Economic.

Correct Answer: B

QUESTION 5

Which of the following approaches is the variation of the Waterfall lifecycle that shows explicitly the link between the analysis stages and the testing stages?

- A. V model.
- B. Spiral model.
- C. Unified process.
- D. Workflow model.

Correct Answer: A

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