

# SDM\_2002001050<sup>Q&As</sup>

SDM Certification - NI

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#### **QUESTION 1**

What is the impact on a 3G Flexi project if you would delay a supplier invoice payment with x amount of days?

- A. The PM of the supplier will escalate the issue to NI SBU senior management.
- B. The cash flow of the project is positively influenced.
- C. The PM of the supplier will escalate the issue to Project Procurement manager.
- D. The Project Asset Rotation Days (PARD) will increase.

Correct Answer: B

#### **QUESTION 2**

What are the deliverables of the \'PM Project Scope Preparation\\' activity during the \\'Create Customer Solution\\' process of the tendering phase?

- A. 1) NSN-Subcontractor Share of Responsibility 2) Customer-NSN Share of Responsibility 3) Project Plan
- B. 1) Rollout Schedule 2) Project Organizational Chart 3) Project Plan
- C. 1) Project Management Sales Item Description 2) Project Management Work Breakdown Structure 3) Bill of Quantity for site infrastructure materials
- D. 1) Project Management Sales Item Description 2) Project Management Work Breakdown Structure 3) Customer-NSN Share of Responsibility

Correct Answer: D

#### **QUESTION 3**

What is the first step that a PM needs to do when a project KPI is showing a huge variation compared to previous periods?

- A. Verify if the data used for the KPI calculation is correct.
- B. Put on hold the rollout until the root cause of the deviation is analyzed
- C. Communicate the deviation to the project stakeholders
- D. Organize asap a meeting with project team.

Correct Answer: A

#### **QUESTION 4**

Which are the 3 key players in the Sales Phase according to the TRICORN model?



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- A. Company owner, solution architect and project manager.
- B. Case owner, customer solution owner and delivery project owner.
- C. Case owner, company owner and solution architect.
- D. Care manager, project manager and logistics manager.

Correct Answer: B

#### **QUESTION 5**

What are examples of key components to the development of a Site Process?

- A. Milestone List, Share of Responsibilities and Invoicing Triggers.
- B. Change Management process and Communication Plan.
- C. Master Schedule, WBS and Rollout Plan.
- D. Work Packages, WBS and Invoicing Triggers.

Correct Answer: A

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