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QUESTION 1

Which of the following would BEST be managed with the "keep satisfied" stakeholder management strategy?

- A. Those with high power/influence and no interest in the project.
- B. Those with high power/influence and some interest in theproject.
- C. Those with some power/influence and high interest in the project.
- D. Those with some power/influence and some interest in the project.

Correct Answer: B

QUESTION 2

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 3

The entity relationship model below shows the relationship between Product and Order. Which of the following business rules is correct and is reflected in the diagram?



- A. The maximum number of products on one order is eight.
- B. The maximum number of products on one order is unlimited.
- C. The minimum number of orders for each product is one.
- D. The minimum number of products on each order is zero.

Correct Answer: A

QUESTION 4



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A company provides a help desk facility to support users of their computer software. How would the provision of this facility be classified on their value chain?

- A. As an Inbound Logistics activity.
- B. As a Sales and Marketing activity.
- C. As a Technology Development activity.
- D. As a Service activity.

Correct Answer: D

QUESTION 5

When should benefits realization be carried out?

- A. Immediately at the end ofthe project.
- B. At the beginning of the project.
- C. At the end of the finalized feasibility study.
- D. Months or years after the end of the project.

Correct Answer: D

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