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QUESTION 1

You are evaluating an automated safety certification management system for Fabrikam. You need to identify the primary adoption risk inherent in this solution. Which adoption risk should you identify?

A. The safety compliance agency rejects the safety training and testing system.

B. The new solution is incompatible with the existing technology infrastructure.

C. Delays in the systems implementation continue exposure to compliance regulations.

D. The safety staff fails to use the new system because its value is inefficiently communicated to them.

Correct Answer: D

QUESTION 2

You plan to recommend a five-day business value planning services (BVPS) workshop to Woodgrove Bank. You need to recommend a component to include in the workshop. Which Component should you recommend?

A. Develop a business case.

B. Create a proof of concept pilot.

C. Develop Windows SharePoint Services applications.

D. Build out an end-user training plan and training content.

Correct Answer: A

QUESTION 3

You need to identify which key business decision maker at Contoso is responsible for approving a sales improvement project. Who should you identify?

A. Chief Financial Officer (CFO)

B. Chief Information Officer (CIO)

C. Sales Executive

D. VP of Sales

Correct Answer: D

QUESTION 4

You need to identify and analyze a business process for a business value planning services (BVPS) engagement. Which business process should you analyze to best support the current situation and business goals of A. Datum?

A. Assigning resources to customer projects

B. Drafting proposals

C. Hiring new employees

D. Project collaboration

Correct Answer: B

QUESTION 5

You need to create a current state business process diagram. What should you do to gather the required information?

A. Interview the Safety Coordinator to discuss new system requirements.

B. Interview the Safety Coordinator to document the current safety process steps.

C. Interview all employees involved in the plant process value chain to document activities.

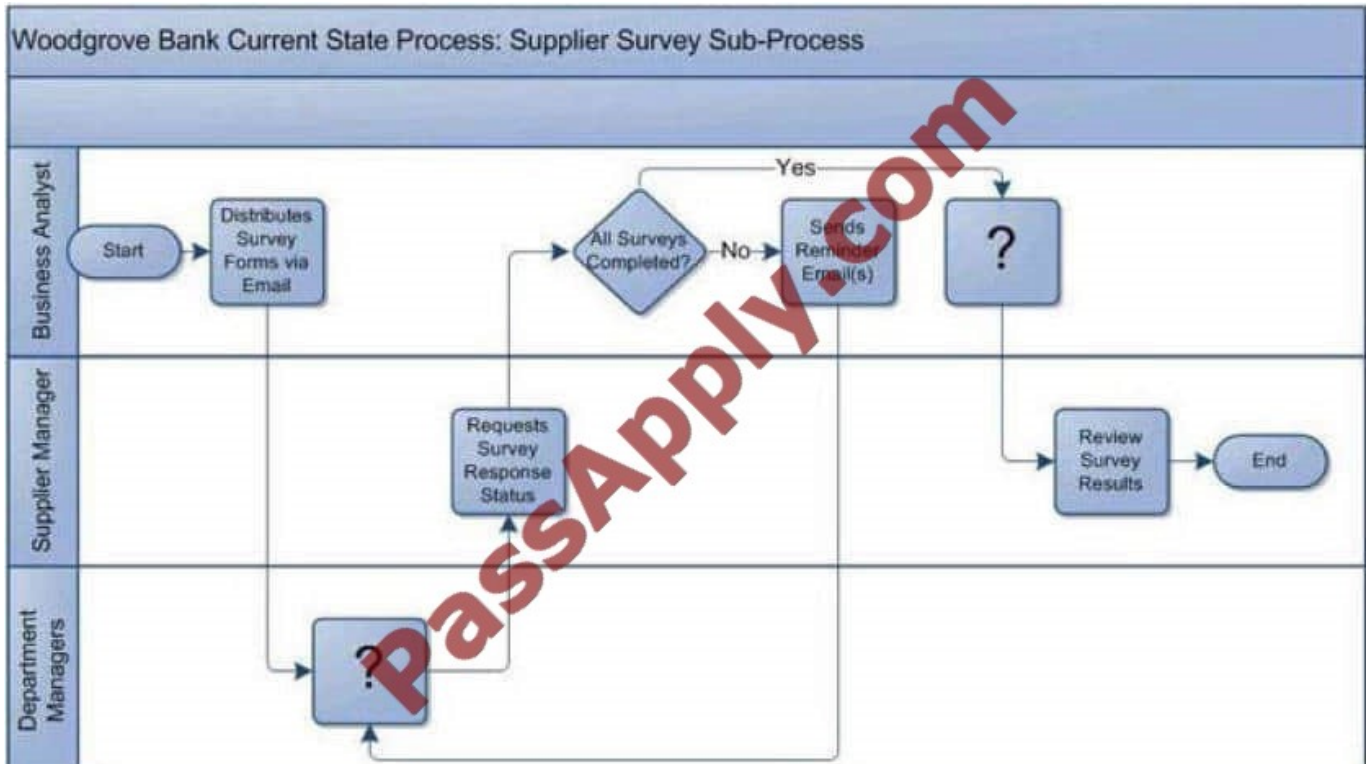D. Interview the Plant General Manager to determine safety risks.

Correct Answer: B

QUESTION 6

You need to create a current state business process diagram. You have a process diagram that describes the survey sub-process as shown in the exhibit. (Click the Exhibit button.) You need to identify which two steps most likely complete

the diagram. Which two steps should you choose?

(Each correct answer presents part of the solution. Choose two.)

Woodgrove Bank Current State Process: Supplier Survey Sub-Process

A. Begins completing survey.

B. Manually consolidates survey results.

C. Creates supplier performance survey form.

D. Calculates supplier key performance indicators (KPI).

Correct Answer: AB

QUESTION 7

You need to identify which existing application is the most relevant to the CV selection process. Which application should you identify?

A. CPoint

B. CRMApp

C. ERPApp

D. XLine

Correct Answer: A

QUESTION 8

You are evaluating a Microsoft Office SharePoint Server 2007 solution that reduces the amount of time required to draft proposals for A. Datum. You plan to create an adoption and implementation plan for the proposed solution. You need to identify the most likely complication to the proposed solution. Which complication should you identify?

A. End-user behavior change

B. Regional management resistance

C. Sensitive proposal costing data security

D. Technical feasibility

Correct Answer: A

QUESTION 9

You propose a solution to Woodgrove Bank. The bank responds that the proposed solution is too expensive and will take too long to implement. You need to identify which negotiation points will likely convince Woodgrove Bank to purchase the proposed solution. Which two negotiation points should you identify? (Each correct answer presents part of the solution. Choose two.)

A. Rely on the customer for project management

B. Stage the solution rollout so that value is added incrementally

C. Incorporate more of the customers own IT staff into the solution rollout

D. Rewrite the statement of work (SOW) to narrow the scope of the solution

Correct Answer: BD

QUESTION 10

You need to identify which issue has the greatest business impact on the Contoso sales process. What should you identify?

A. Sales employees have difficulty accessing accurate sales information.

B. Sales employees spend too much time maintaining customer information.

C. The Human Resources department will need to hire additional sales employees.

D. The Human Resources department will need to hire additional helpdesk employees.

Correct Answer: B

QUESTION 11

You are evaluating a Microsoft Office SharePoint Server 2007 solution for A. Datum. You need to identify which value proposition statement will have the greatest impact on the Engagement Manager role. Which statement should you identify?

A. By implementing the proposed solution, A. Datum can reduce staffing overhead.

B. By implementing the proposed solution, A. Datum will increase its internal rate of return.

C. By implementing the proposed solution, A. Datum can significantly increase remote project collaboration through SharePoint Server.

D. By implementing the proposed solution, A. Datum will streamline the amount of time required to develop proposals and will enable the team to augment its focus on engagement work.

Correct Answer: D

QUESTION 12

You are evaluating improvements to the Fabrikam certification process. You need to recommend a solution to achieve the companys business goals. What should you recommend?

A. Automate the employee certification renewal and scheduling cycle.

B. Update users to the latest version of the spreadsheet application to enable new reporting features.

C. Provide a collaborative workspace by using Windows SharePoint Services to share Microsoft office Excel certification spreadsheets.

D. Provide a collaborative workspace by using Microsoft Office Groove 2007 to share Microsoft Office Excel certification spreadsheets.

Correct Answer: A

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