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QUESTION 1

You need to identify the most important benefit derived from the Contoso sales process improvement project. What should you identify?

- A. Cost avoidance
- B. Cost reductions
- C. Revenue generation
- D. Revenue protection

Correct Answer: C

QUESTION 2

You need to document which key technology infrastructure issues prevent the ESM group from meeting its goals. Which issue should you choose?

- A. Data entry is performed manually.
- B. Static spreadsheet-based are used to capture data.
- C. Supplier data is improperly updated in Project Server.
- D. Workflows are undefined in Windows SharePoint Services.

Correct Answer: B

QUESTION 3

You need to identify the most critical component in the implementation plan to improve the Contoso sales process. Which component should you identify?

- A. Detailed test strategy
- B. Key stakeholders buy-in of project budget
- C. Project plan and schedule
- D. Working demo of proposed changes

Correct Answer: C



QUESTION 4

You need to recommend enhancing the use of Microsoft Office SharePoint Server to address A.

Datums proposal development process challenges. Which of the following enhancements should you recommend?

- A. Automate proposal development review loops to leverage workflow functionality.
- B. Develop a more robust taxonomy to improve company-wide search functionality.
- C. Create a searchable subject matter expert (SME) database to streamline proposal team member selection.
- D. Leverage additional team functionality to drive cross-regional proposal development collaboration.

Correct Answer: A

QUESTION 5

You need to document the current state of A.Datum\'\'s proposal development process.

What is the current state of the proposal development process? To answer, move the appropriate processes from the list of processes to the answer area and arrange them in the correct order.

Process	Current state
Develop a draft proposal.	
Submit a proposal to the customer.	
Identify an opportunity.	
Review a proposal and provide feedback.	
Select a proposal team.	

Select and Place:




Process	Current state
Develop a draft proposal.	
Submit a proposal to the customer.	
Identify an opportunity.	
Review a proposal and provide feedback.	
Select a proposal team.	



Correct Answer:

Process	Current state
	Identify an opportunity.
	Select a proposal team.
	Develop a draft proposal.
	Review a proposal and provide feedback.
	Submit a proposal to the customer.



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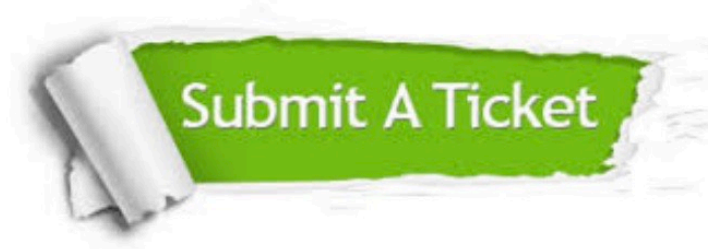
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