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**QUESTION 1**

You need to identify which outcome of the current proposal development process has had the least business impact on A. Datums business. Which outcome should you identify?

- A. Decreased business revenue
- B. Decreased interoffice team collaboration
- C. Decreased success or win rates per opportunity
- D. Increased labor cost per proposal

Correct Answer: B

QUESTION 2

You are evaluating an automated safety certification management system for Fabrikam. You need to identify how Fabrikam will most benefit from the solution. Which financial benefit should you identify?

- A. Reduced workers compensation and disability benefits
- B. Reduced operational interruptions, creating more annual revenue
- C. Reduced Plant Safety department staff, creating fewer operational costs
- D. Reduced costs for database licenses, client computer enhancements, training, and software development

Correct Answer: B

QUESTION 3

You need to choose a high-level value proposition statement for the executive management of the Professional Services department. The statement must describe the near-term improved future state for the CV request and update process. Which statement should you choose?

- A. By using eForm templates, shared documents, automated notifications, and workflows, CVs can be obtained in 75 percent less time than the current process.
- B. By using templates, predefined workflow, and shared document repositories, IT can create a frontend for ERPApp, lowering deployment costs throughout the organization.
- C. By using templates and workflow, CVs can be searched, updated, and matched to the appropriate opportunity, creating increased utilization and improved resource management.
- D. By using templates and predefined workflow, sales can be increased by freeing up Sales Representatives time, and customer satisfaction can be improved by better matching resources and opportunities.



Correct Answer: C

QUESTION 4

You are evaluating a supplier performance data management solution. You need to identify the greatest adoption risk that would result from implementing the proposed solution. What should you identify?

- A. The ESM Director refuses to fund the solution.
- B. Supplier Managers resist the organizational changes within the ESM group that result from the solution.
- C. Business Analysts refuse to use the solution, preferring a workaround that employs their existing methods.
- D. The value of the solution is inadequately communicated to Department Managers, so they never use it for supplier management.

Correct Answer: D

QUESTION 5

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

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