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**QUESTION 1**

The recommended proposal development process requires an initial investment of \$180,000 and annual operational costs of \$20,000. You need to identify how much annual revenue must be generated to achieve a complete return on investment in three years. Which amount should you identify?

- A. \$60,000
- B. \$80,000
- C. \$200,000
- D. \$240,000

Correct Answer: B

QUESTION 2

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 3

You are evaluating an Office System solution for the Fabrikam employee certification process. You need to recommend a solution to improve the process. What should you recommend?

- A. Build an online system for tracking, recording, reporting, and collaboration.
- B. Build a project portfolio management system for safety certification projects.
- C. Publish Excel spreadsheets to an internal Web site and make the Web site available to managers.
- D. Use Excel spreadsheet data to create a script that builds a report and sends it to managers by using e-mail.

Correct Answer: A



QUESTION 4

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.



QUESTION 5

You need to limit the scope of the sales proposal generation process to ensure that it is completed by the end of a three-day business value planning services (BVPS) workshop. What should you do?

- A. Include the entire CV process and an application integration plan.
- B. Limit the scope to the CV process, workflow, and accuracy. Only include high-level cost and financial benefit details.
- C. Limit the scope to the CV process, workflow, and accuracy. Include a detailed business case and an implementation plan.
- D. Capture the entire professional services resource planning process. Only include high-level cost and financial benefit details.

Correct Answer: B

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