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**QUESTION 1**

You need to identify which question to ask key stakeholders when assessing how to improve the Contoso sales process. Which question should you ask?

- A. What is the software life-cycle for App1?
- B. What is the attrition rate for the sales department?
- C. How much does each revenue-generating Sales department employee cost per hour?
- D. How many revenue-generating Sales department employees utilize App1 information to access and update key account information?

Correct Answer: D

QUESTION 2

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.

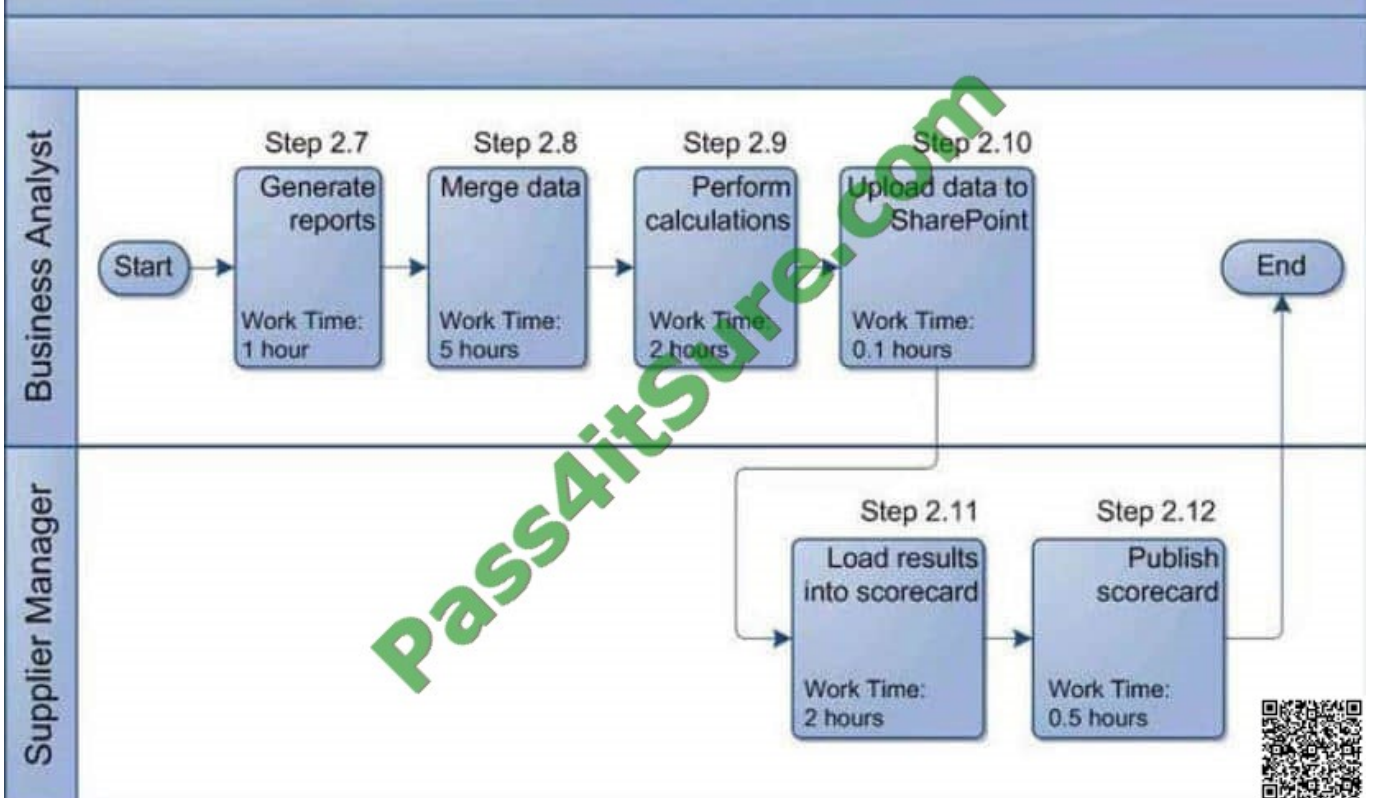
Correct Answer: B

QUESTION 3

A portion of the current state business process for Woodgrove Bank is shown in the following exhibit. (Click the Exhibit button.) This portion of the business process is repeated every quarter for all 40 suppliers that the ESM group manages directly and is completed by one business manager and one supplier manager. You need to identify the total labor costs the bank would save by removing lines 2.8 and 2.11 from the process. What are the annual total savings?



Survey Result Consolidation Sub-Process



- A. \$18,000
- B. \$72,000
- C. \$96,000
- D. \$144,000

Correct Answer: B

QUESTION 4

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 5

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

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