

# 820-424<sup>Q&As</sup>

Selling Business Outcomes Specialists

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#### **QUESTION 1**

Which factors should be combined to determine the overall risk priority?

- A. impact and time
- B. impact and readiness
- C. frequency and size
- D. likelihood and impact

Correct Answer: D

#### **QUESTION 2**

Which two options are categories for risk? (Choose two.)

- A. regulatory
- B. financial
- C. conditional
- D. physical

Correct Answer: BC

#### **QUESTION 3**

When using the Business Model Canvas, which two options are motivations for creating key partnerships? (Choose two.)

- A. Diversification into niche markets
- B. Optimization and economy of scale
- C. Versatility and innovation
- D. Reduction of risk and uncertainty

Correct Answer: BD

#### **QUESTION 4**

Which two options are examples of financial benefits that might relate to a technology implementation? (Choose two.)

A. Increased customer service satisfaction levels.



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- B. Reduced travel costs for executives.
- C. Increased revenues from e-commerce site.
- D. Reduced time to deliver products to customers.
- E. Reduced management time per server.

Correct Answer: BC

#### **QUESTION 5**

What part of the benefits realization approach includes documentation and tracking of actualresults vs. projections?

- A. Defining formulas to use in calculating productivity gains
- B. Creating an outline for the business case
- C. Communicating the percentage of benefit goal delivered through implementation
- D. Creating an adoption and rollout strategy across user groups

Correct Answer: C

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