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QUESTION 1

Which activity is recommended in the seven-step business process improvement process?

A. Gather the data.

B. Authorize a responsible project manager.

C. Decide how to present the data.

D. Take short-, medium-, and long-term measurements.

Correct Answer: C

QUESTION 2

Which option is abuildingblock in the Business Model Canvas?

A. key customers

B. customer segments

C. partner relationships

D. cash flows

Correct Answer: D

QUESTION 3

Who should be involved in determining key performance indicators?

A. Representatives of each stakeholder group

B. Solution architects only

C. Business decision makers only

D. Business decision makers and solution architects

Correct Answer: D

QUESTION 4

Which option is true when working with assumptions?

A. All assumptions should be validated with the customer prior to reaching proposal stage

B. It is line to use assumptions in your proposal if they are based upon industry standard figures

C. Only the customer\\'s own assumptions should be used within a project proposal

D. Assumptions should be omitted from a project proposal

Correct Answer: A

QUESTION 5

Which two options describe the customer in an outcome-driven sales engagement? (Choose two.)

A. Knows issue and desired outcome

B. Aware of opportunities and problems that need to be solved

C. Knows the value and benefits for change

D. Is sensitive to price

Correct Answer: BC

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