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**QUESTION 1**

What is a primary benefit of asking questions to stakeholders who do not have strong decision authority over project funding, but who do have relevant experience?

- A. It shows them that you are interested in their opinions.
- B. The more data, the better.
- C. It can find requirements or opportunities that are relevant to future discussions.
- D. It shows the decision makers you are taking the initiative to get input from people that they might not have identified for interviews.

Correct Answer: C

QUESTION 2

Which is a good technique to demonstrate the value of technology so that stakeholders can understand what is possible?

- A. Developing business scenarios
- B. Performing gap analysis
- C. Defining the as-is or current state of an enterprise process or operation
- D. Comparing technical features of different solutions

Correct Answer: A

QUESTION 3

With reference to the Healthcare market, which can be seen as a compelling event representing an opportunity for virtual desktop technology?

- A. A legislator imposing the compliance to a common IT system running on a peculiar OS release
- B. Uprising of remote patient monitoring outside of conventional clinical settings
- C. A legislator imposing marketplaces to buy subsidized health insurance based on income
- D. An increase in the average age of the population in the major western countries

Correct Answer: A

QUESTION 4

Which two statements about a company's or product's Value Proposition are true? (Choose two.)



- A. The Value Proposition details the cost and revenue structure of a project.
- B. The Value Proposition describes the benefit that a specific set of products or services can provide to the target customer.
- C. The Value Proposition should communicate why the product or service is better than alternatives.
- D. The Value Proposition guarantees that a customer problem or need will be met.
- E. The Value Proposition details the annual financial return that stockholders can obtain from investing in the company.

Correct Answer: BC

QUESTION 5

Which two are true of closed questions? (Choose two.)

- A. Closed questions are used to retrieve facts.
- B. Respondents can answer closed questions more quickly because they seek a limited amount of detail.
- C. Closed questions are used to retrieve opinions.
- D. Closed questions are used to make decisions based on the data in a report.
- E. Closed questions are excellent for workshops where you need people to come to a consensus about a design decision.

Correct Answer: AB

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