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QUESTION 1

Select and Place:

Put the following items into a sequence for Waterfall development.	
Design architecture and develop common modules	First
Deploy beyond pilot group	Second
Confirm Scope and Priorities	Third
Evaluate benefits from the first two groups of users	Fourth

Correct Answer:

Put the following items into a sequence for Waterfall development.	
	Confirm Scope and Priorities
	Design architecture and develop common modules
	Evaluate benefits from the first two groups of users
	Deploy beyond pilot group

QUESTION 2

Which is a critical first step when thinking about how to communicate technical content to a senior business manager?

- A. Identify a person on their staff who can explain details to them
- B. Gather information and assess their level of interest and knowledge about technical topics
- C. Plan out your message to explain the problem, situation and options - before communicating a decision or recommendation
- D. Draft a high level message, which uses terms and language pulled from web sites from the top IT vendors

Correct Answer: B

QUESTION 3

The Sales leader is an important stakeholder. Why is it important to map technology capabilities to his interests?

- A. To convince other people that they should care about the solution needs
- B. To better understand the impact of meeting or missing a schedule deadline
- C. To show how the solution may balance the interests of Sales, Marketing, and Finance



D. To count the number of features or capabilities met for each stakeholder

Correct Answer: C

QUESTION 4

What development methodology includes adaptive planning, early delivery of partial solution pieces, continuous improvement, and delivering products with the minimum amount of work?

- A. Spiral model
- B. Waterfall model
- C. Prototyping with strict enforcement of corporate standards for consistency
- D. Agile development model

Correct Answer: D

QUESTION 5

Which discovery methods or aids typically cost a fee?

- A. White papers authored by consultants, industry professionals, analyst firms, or vendors
- B. Unlimited access to all reports from conferences run by research firms
- C. Primary Research
- D. Crowdfunding

Correct Answer: B

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