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QUESTION 1

In which of the following circumstances do buyers have high bargaining power?

- A. When available sources of supply are available and easy to find.
- B. When the cost of a product or service is low.
- C. When switching costs are high.
- D. When the supplier brand is powerful.

Correct Answer: A

QUESTION 2

Which of the following statements about a BAM is correct?

- A. The BAM is concerned with who carries out the activities.
- B. The BAM is concerned with where activities are carried out.
- C. There will be one BAM for each business perspective.
- D. The BAM is an AS-IS model of the real world.

Correct Answer: C

QUESTION 3

Which of the following statements about outsourcing of systems development is correct?

- A. It has meant that it is no longer necessary for analysts to define rigorous, accurate and complete user requirements.
- B. It has eliminated the need for effective contract management between the customer and the supplier of the outsourcing.
- C. It has been a significant catalyst in organisations for the development of a business analysis function.
- D. It has meant that the programming of solutions is usually undertaken in countries where labour costs are high.

Correct Answer: C

QUESTION 4



Who is the target of the value proposition?

- A. The supplier,
- B. The sponsor.
- C. The Customer.
- D. The Competitor.

Correct Answer: C

QUESTION 5

When should benefits realisation be carried out?

- A. Immediately at the end of the project.
- B. At the beginning of the project.
- C. At the end of the finalised feasibility study.
- D. Months or years after the end of the project.

Correct Answer: D

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