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**QUESTION 1**

Given the cashflows below, which of the following is correct?

Item	Year 1	Year 2	Year 3	Year 4
Hardware cost	100,000			
Software cost	50,000	10,000	10,000	10,000
Maintenance cost	10,000	10,000	10,000	10,000
Savings	50,000	50,000	50,000	50,000

- A. The project pays back in year 4 of the project.
- B. The project does not pay back within the four year period.
- C. The project pays back in year 2 of the project.
- D. The project pays back in year 3 of the project.

Correct Answer: B

QUESTION 2

What is the MoSCoW principle used for?

- A. To analyse stakeholders.
- B. To determine strategy.
- C. To define a root definition.
- D. To prioritise requirements.

Correct Answer: D

QUESTION 3

Which of the following is an example of Individual Tacit Knowledge?

- A. Culture.
- B. Process.
- C. Norms.



D. Intuition.

Correct Answer: D

QUESTION 4

A stakeholder has been classified as 'some' on both the power/influence and interest axes of a power/interest grid. Which of the following would be an appropriate way of managing this stakeholder?

- A. Keep on side.
- B. Keep watching.
- C. Keep informed.
- D. Keep satisfied.

Correct Answer: A

QUESTION 5

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

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