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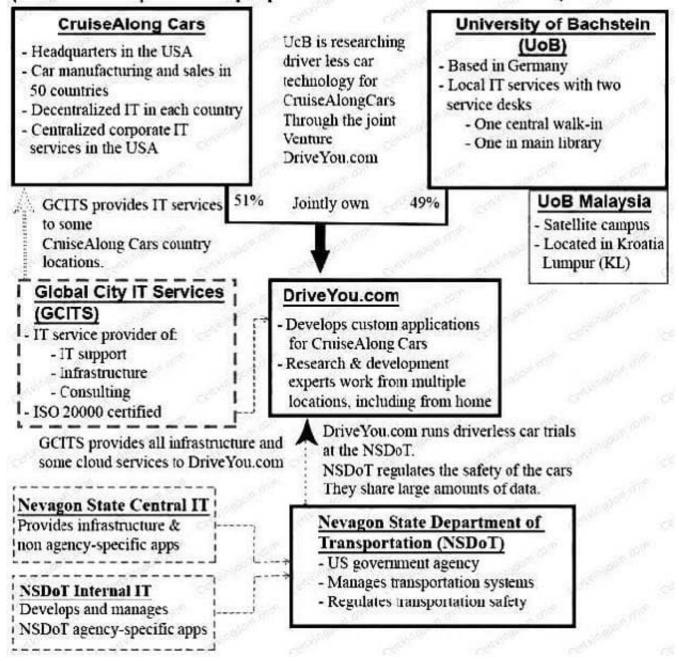


QUESTION 1

See the scenario for additional informational.

Scenario:

(Note: The companies and people within the scenario are fictional)





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Organization IT service provider Provides IT services to

CruiseAlong Cars CruiseAlong Cars is a car manufacturing and sales company with corporate headquarters in the United States of America; It has grown by acquisition over the last 20 years and has operations in over 50 countries. Each country has its own IT organization, with some central corporate IT services provided by the US parent company. In some countries CruiseAlong Cars has outsourced infrastructure and service desks. The largest IT supplier is Global City IT Services (GCITS). In two countries GCITS provides CruiseAlong Cars with full outsourced services. They also provide selected services in other countries.

Some of the issues that CruiseAlong Cars needs to address include: Inefficiencies caused by the current IT structure Inconsistency of IT services when employees are travelling CruiseAlong Cars is working with a European university (the University of Bachstein) to research and develop driverless car technology. The venture operates as an independent company called DriveYou.com, and CruiseAlong Cars owns a 51% share. DriveYou.com This is a small, innovative company, that is jointly owned by CruiseAlong Cars and the University of Bachstein (UoB). DriveYou.com develops custom applications using a highly collaborative, rapid and iterative development approach. Their employees are mostly research and development experts, working from multiple locations, with a significant number working from home. Initial driverless car testing is being conducted in the US at the Nevegon State Department of Transportation. Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager. Some of the issues that DriveYou.com needs to address include: Better structure and accountability around their work practices Compliance with safety and other regulatory requirements. University of Bachstein (UoB) The UoB is a university that is based Germany, with a satellite campus in Kuala Lumpur, Malaysia; In the past, some IT services were funded and run centrally, and some were funded and run independently by each faculty. Centrally owned services include a `walk-in\\' service desk, plus a separate service desk in the main library, run by library staff. Library services and IT are both part of the university\\'s administrative services division. Recently, under a new CIO, there has been a drive to centralize and consolidate IT as a corporate function, although this has not been fully achieved. The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area; Some of the issues that the UoB needs to address include: Complete the centralization and consolidation of IT Manage growth and increasing IT demand Demonstrate value through competitive, responsive and transparent services Global City Services (GCITS) GCITS is a global service provider which has grown through acquisition and which offers a wide range of services, including IT support, infrastructure and consulting. GCITS has mature and efficient IT service management processes, and holds an ISO/IEC 20000 certification. GCITS provides the entire infrastructure and some cloud services for DriveYou.com, as well as a range of services in different countries to CruiseAlong Cars. Some of the issues that GCITS needs to address include: Succeed in establishing a strategic partnership with CruiseAlong Cars Nevagon State Department of Transportation (NSDoT) NSDot is a government agency in the US state of Nevagon, where DriveYou.com is running their trials. It is responsible for managing transportation systems and safety. DriveYou.com must work with the agency to ensure that their trials comply with safety regulations, and the program includes bi0directional sharing of large amounts of data; The NSDoT\\s internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department. CruiseAlong Cars is planning to improve the provision and support of IT services for senior executives who travel. They will deploy new mobile technology to enhance the user experience. They will also improve the incident management and request fulfilment processes and standardize these across service desks. They are taking an iterative approach and have released the first iteration of improvements. A project manager has been appointed for this improvement initiative. The project manager is trying to understand the current level of service provided to senior executives.

Which is an example of a CSF for the `customer\\' quadrant of the balanced scorecard?

A. Customer satisfaction with operational services.



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- B. Ability to respond rapidly to customer demand for change.
- C. Stability and availability of services delivered to customers.
- D. Ability to resolve customer incidents quickly and effectively.

Correct Answer: C

QUESTION 2

See the scenario for additional informational.



Provides services to ---

Scenario:

(Note: The companies and people within the scenario are fictional)

CruiseAlong Cars University of Bachstein UcB is researching (UoB) - Headquarters in the USA driver less car - Based in Germany - Car manufacturing and sales in technology for Local IT services with two 50 countries CruiseAlongCars service desks Decentralized IT in each country Through the joint - One central walk-in Centralized corporate IT Venture One in main library services in the USA DriveYou.com UoB Malaysia Jointly own 49% GCITS provides IT services - Satellite campus to some CruiseAlong Cars country Located in Kroatia locations. Lumpur (KL) Global City IT Services DriveYou.com (GCITS) Develops custom applications - IT service provider of: for CruiseAlong Cars - IT support Research & development - Infrastructure experts work from multiple - Consulting locations, including from home ISO 20000 certified DriveYou.com runs driverless car trials GCITS provides all infrastructure and at the NSDoT. some cloud services to DriveYou.com NSDoT regulates the safety of the cars They share large amounts of data. Nevagon State Central IT Nevagon State Department of Provides infrastructure & Transportation (NSDoT) non agency-specific apps - US government agency - Manages transportation systems NSDoT Internal IT - Regulates transportation safety Develops and manages NSDoT agency-specific apps Legend Organization IT service provider Has ownership of Provides IT services to

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What is the BEST step to take next in the stakeholder management process, and why?

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	Action	Why
a)	Devise a communication plan for each stakeholder	To understand how the new Optimsolv staff are likely to react, and win their support
b)	Devise a communication plan for each stakeholder	To understand the importance of each stakeholder to the initiative
c)	Prioritize stakeholders as 'major', 'critical', 'significant' or 'minor'	To understand the importance of each stakeholder to the initiative
d)	Prioritize stakeholders as 'major', 'critical', 'significant' or 'minor'	To understand how the new Optimsolv staff are likely to react, and win their support

A. Action: Devise a communication plan for each stakeholder Why: To understand how the new Optimsiolv staff are likely to react, and win their support

B. Action: Devise a communication plan for each stakeholder Why: To understand the importance of each stakeholder to the initiative

C. Action: Prioritize stakeholders as `major\\', `critical\\', `significant\\' or `minor\\' Why: To understand the importance of each stakeholder to the initiative

D. Action: Prioritize stakeholders as `major\\', `critical\\', `significant\\' or `minor\\' Why: To understand how the new Optimsolv staff are likely to react, and win their support

Correct Answer: C

QUESTION 3

Which is an example of using the communication principle `timing and frequency matter\\'?

- A. Repeating a training video in a variety of languages because there are staff in different countries.
- B. Creating a multi-media briefing to update all staff on major changes to organizational structure.
- C. Repeating a presentation to allow for the hours of work in a global organization.
- D. Creating a targeted bulletin that allows different staff groups to feedback on improvement opportunities.

Correct Answer: D

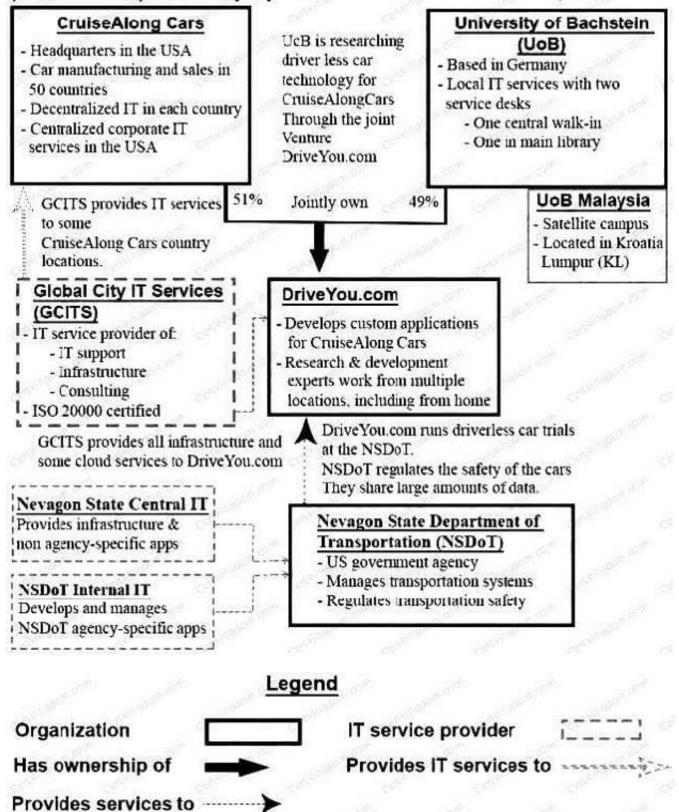
QUESTION 4

See the Scenario for additional information.



Scenario:

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support, and reported incidents and requests will be treated as a high priority.

GCITS has subcontracted global mobile network access to Mobilwork, an international telecom provider.

Which two rows show the CORRECT use of OCM techniques in the global mobile VIP project?

	CSI step	OCM Technique	Key Stakeholder
1	What is the vision?	Sponsor management	GCITS Senior executives
2	Where are we now?	Training needs analysis	Mobilwork staff
3	Where do we want to be?	Identity resistance	GCITS staff
4	How do we keep the momentum going?	Reinforcement	GCITS Service desk staff



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А	П	and	1/

B. 2 and 3.

C. 3 and 4.

D. 1 and 4.

Correct Answer: D

QUESTION 5

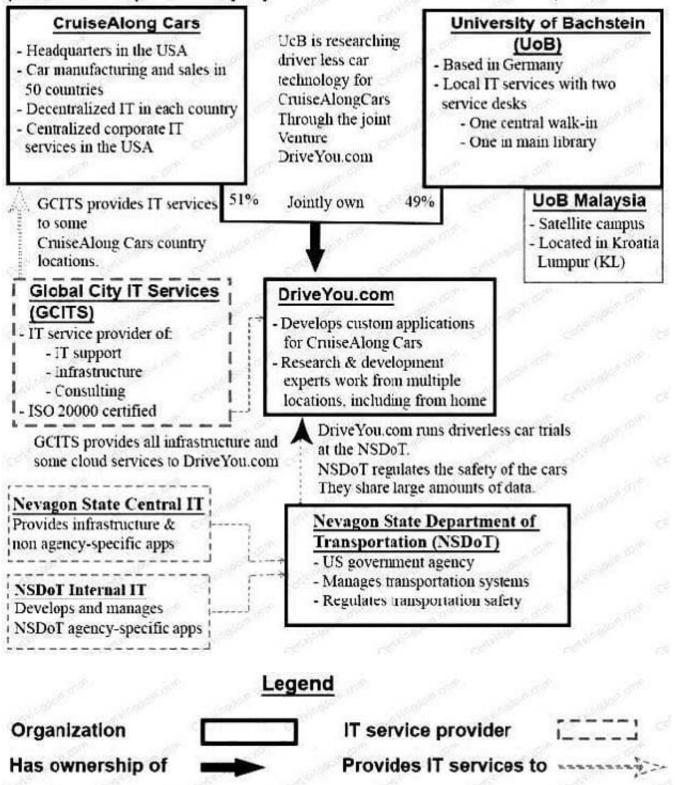
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Provides services to ---

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Which definition is the MOST complete?

- A. Grant application service: increases the number of successful grant applications by helping researchers to write effective grant proposals. reduces cost of support staff needed increases reliability of grant submissions.
- B. User device access service: provides connectivity for phones, laptops and tablets. includes service desk support and software deployment. supports cost-effective remote access to central services for people working from home.
- C. Exam administration service: increases productivity of administrative staff by reducing downtime of exam marking and grade tracking. reduces cost of managing exams. provides centralized storage of exam materials in the cloud.
- D. Centralized email service: reduces overall costs for the university IT department by enabling retirement of many smaller email services. provides connectivity to central cloud email service. supports calendar and shared distribution lists



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Correct Answer: D

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