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**QUESTION 1**

You are evaluating a company-wide safety management solution for Fabrikam. You need to identify which Fabrikam interviewee is responsible for implementing this solution. Which interviewee should you identify?

- A. Corporate Controller
- B. Production Operations Manager
- C. Plant Safety Department Manager
- D. Vice President

Correct Answer: D

QUESTION 2

The Phone Company is considering adopting SharePoint Server to help facilitate the CV request and update process for sales proposals. You need to identify which outcome the proposed solution is least likely to cause. Which outcome should you identify?

- A. Reduced cycle time for sales
- B. Higher sales due to a freeing up of Sales Representatives time
- C. Standardization of CV terms for easy communication to customers
- D. Improved utilization through better matching of Analyst and opportunity

Correct Answer: C

QUESTION 3

You are evaluating a supplier performance data management solution. You need to identify the greatest adoption risk that would result from implementing the proposed solution. What should you identify?

- A. The ESM Director refuses to fund the solution.
- B. Supplier Managers resist the organizational changes within the ESM group that result from the solution.
- C. Business Analysts refuse to use the solution, preferring a workaround that employs their existing methods.
- D. The value of the solution is inadequately communicated to Department Managers, so they never use it for supplier management.

Correct Answer: D



QUESTION 4

You need to identify the most relevant value proposition statement for Woodgrove Bank executives. Which value proposition statement should you identify?

- A. Implementing the proposed solution will provide greater visibility into supplier performance across the company.
- B. Implementing the proposed solution will reduce group operating expenses and improve the quality of supplier performance reports.
- C. Implementing the proposed solution will reduce labor time associated with data management, enabling them to improve supplier selection.
- D. Implementing the proposed solution will give department managers a tool to better manage their suppliers, reducing the overall cost structure of the bank.

Correct Answer: C

QUESTION 5

You need to identify which question to ask key stakeholders when assessing how to improve the Contoso sales process. Which question should you ask?

- A. What is the software life-cycle for App1?
- B. What is the attrition rate for the sales department?
- C. How much does each revenue-generating Sales department employee cost per hour?
- D. How many revenue-generating Sales department employees utilize App1 information to access and update key account information?

Correct Answer: D

QUESTION 6

You need to identify the most critical component in the implementation plan to improve the Contoso sales process. Which component should you identify?

- A. Detailed test strategy
- B. Key stakeholders buy-in of project budget
- C. Project plan and schedule



D. Working demo of proposed changes

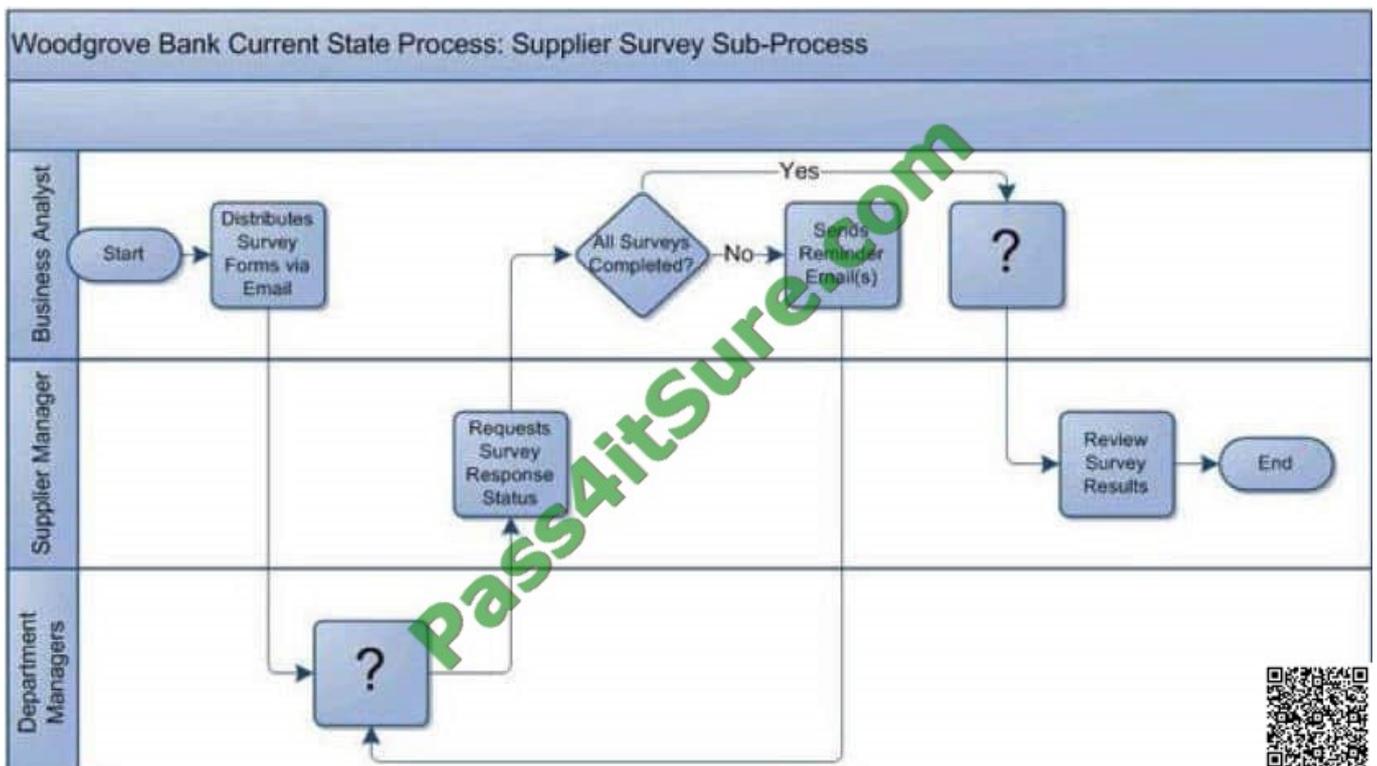
Correct Answer: C

QUESTION 7

You need to create a current state business process diagram. You have a process diagram that describes the survey sub-process as shown in the exhibit. (Click the Exhibit button.) You need to identify which two steps most likely complete

the diagram. Which two steps should you choose?

(Each correct answer presents part of the solution. Choose two.)



- A. Begins completing survey.
- B. Manually consolidates survey results.
- C. Creates supplier performance survey form.
- D. Calculates supplier key performance indicators (KPI).

Correct Answer: AB

**QUESTION 8**

You need to identify which existing application is the most relevant to the CV selection process. Which application should you identify?

- A. CPoint
- B. CRMApp
- C. ERPApp
- D. XLine

Correct Answer: A

QUESTION 9

You need to identify which outcome of the current proposal development process has had the least business impact on A. Datums business. Which outcome should you identify?

- A. Decreased business revenue
- B. Decreased interoffice team collaboration
- C. Decreased success or win rates per opportunity
- D. Increased labor cost per proposal

Correct Answer: B

QUESTION 10

You need to identify the most likely business impacts resulting from the current informal CV process. Which two possible business impacts should you identify? (Each correct answer presents a complete solution. Choose two.)

- A. Strategic misalignment to IT goals
- B. Reduced revenue due to over-staffing
- C. Reduced win rate due to inaccurate CVs
- D. Delayed proposal submissions due to the long cycle time to obtain CVs

Correct Answer: CD



QUESTION 11

You are evaluating a Microsoft Office SharePoint Server 2007 solution that reduces the amount of time required to draft proposals for A. Datum. You plan to create an adoption and implementation plan for the proposed solution. You need to identify the most likely complication to the proposed solution. Which complication should you identify?

- A. End-user behavior change
- B. Regional management resistance
- C. Sensitive proposal costing data security
- D. Technical feasibility

Correct Answer: A

QUESTION 12

You define the variables shown in the following table. You need to identify which calculation will provide the net benefit of adopting SharePoint Server to automate the sales proposal process. The calculation must only consider labor savings. Which calculation should you use?

Variable	Value
L	Labor rate (dollars per hour)
P	Number of proposals created per year
C	Total cost of deploying the proposed solution (dollars)



- A. $LP (0.25 (60)) C LC$
- B. $LP (0.75 (9+2.5))$
- C. $LP (0.75 (9+2.5)) C C$
- D. $LP (0.75 (9+2.5)) C C + LC$

Correct Answer: C



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