74-674^{Q&As}

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QUESTION 1

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 2

You need to identify and analyze a business process for a business value planning services (BVPS) engagement. Which business process should you analyze to best support the current situation and business goals of A. Datum?

A. Assigning resources to customer projects

B. Drafting proposals

C. Hiring new employees

D. Project collaboration

Correct Answer: B

QUESTION 3

You need to recommend business process changes to reduce the amount of time that it takes for sales to obtain CVs. What should you recommend?

A. Create a workflow between Sales Representatives and Analysts by using request forms.

B. Integrate CRMApp, CPoint, and ERPApp to obtain the names of the appropriate Analysts.

C. Create a CV database that has a workflow which forces analysts to periodically update their CV information.

D. Create a workflow between Sales Representatives and Professional Services Managers by using request forms.

Correct Answer: D

QUESTION 4

You plan to recommend a five-day business value planning services (BVPS) workshop to Woodgrove Bank. You need to recommend a component to include in the workshop. Which Component should you recommend?

A. Develop a business case.

B. Create a proof of concept pilot.

C. Develop Windows SharePoint Services applications.

D. Build out an end-user training plan and training content.

Correct Answer: A

QUESTION 5

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

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