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**QUESTION 1**

You need to document which key technology infrastructure issues prevent the ESM group from meeting its goals. Which issue should you choose?

- A. Data entry is performed manually.
- B. Static spreadsheet-based are used to capture data.
- C. Supplier data is improperly updated in Project Server.
- D. Workflows are undefined in Windows SharePoint Services.

Correct Answer: B

QUESTION 2

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 3

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 4

The Deputy Director of HR will be unavailable during the business value planning services (BVPS) engagement. As a result, A. Datum has opted to have its proposal development process analyzed. You need to design a data collection method. Which interviewee should you exclude from the data collection method?

- A. Deputy CFO
- B. Engagement Manager
- C. Engagement Team member
- D. Regional Office Lead

Correct Answer: A

QUESTION 5

You need to document the current state of A.Datum's proposal development process.

What is the current state of the proposal development process? To answer, move the appropriate processes from the list of processes to the answer area and arrange them in the correct order.

| Process | Current state |
|---|---------------|
| Develop a draft proposal. | |
| Submit a proposal to the customer. | |
| Identify an opportunity. | |
| Review a proposal and provide feedback. | |
| Select a proposal team. | |

Select and Place:



| Process | Current state |
|---|---------------|
| Develop a draft proposal. | |
| Submit a proposal to the customer. | |
| Identify an opportunity. | |
| Review a proposal and provide feedback. | |
| Select a proposal team. | |

Correct Answer:

| Process | Current state |
|---------|---|
| | Identify an opportunity. |
| | Select a proposal team. |
| | Develop a draft proposal. |
| | Review a proposal and provide feedback. |
| | Submit a proposal to the customer. |

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