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QUESTION 1

Select and Place:

Drag the correct quadrant title/name on the left to the correct definition of SWOT analysis grid quadrant on the right.	
Things your company does very well	Negative, Internal
Areas where your management demands improvement	Positive Internal
New markets for revenue or influence	Positive, External
Competition winning more deals each month	Negative, External

Correct Answer:

Drag the correct quadrant title/name on the left to the correct definition of SWOT analysis grid quadrant on the right.	
	Areas where your management demands improvement
	Things your company does very well
	New markets for revenue or influence
	Competition winning more deals each month

QUESTION 2

A business case shows that an investment has a positive return for a business unit. You suggest cloud-based Infrastructure-as-a-Service (IaaS) should be used instead of upgrading IT hardware in the company's data center. What two key items could have influenced the recommendation? (Choose two.)

- A. Some industry analyst reports say that on average, cloud services have decreased in price by 20% over the past two years.
- B. Your analysis of requirements shows that data center capacity requirements vary by 40% depending on the month of the year.
- C. The company's volume of revenue and transactions will double in the next year.
- D. The current data center is managed by an IT staff with an average of ten years of employment with the company.
- E. The required cloud services have been delivered in the market for three years by six or more companies. There is heavy price competition and the business unit does not expect to have special requirements.

Correct Answer: BE

QUESTION 3



Which two are examples of open-ended questions? (Choose two.)

- A. What switch models do you currently use in your network?
- B. What are the main reasons why customers prefer ordering services from you?
- C. What is the planned ROI for this new implementation?
- D. What do you think about the future of the Data Center market?
- E. What are your working hours?
- F. Does your existing infrastructure maintenance become more problematic each year?

Correct Answer: BD

QUESTION 4

Select and Place:

Drag each project on the left to the proper business goal on the right.

Provide effective long-distance video communication	Launch new Cloud common space
Implement a virtualized, secure, data repository	Support Bring Your Own Device (BYOD) trend
Implement a single, easy-to-access user storage archive	Comply to data privacy and confidentiality legislation
Multi-customer collaboration platform for phones and tablets	Reduce travel expenses

Correct Answer:

Drag each project on the left to the proper business goal on the right.

	Implement a single, easy-to-access user storage archive
	Multi-customer collaboration platform for phones and tablets
	Implement a virtualized, secure, data repository
	Provide effective long-distance video communication

QUESTION 5

What development methodology includes adaptive planning, early delivery of partial solution pieces, continuous improvement, and delivering products with the minimum amount of work?

- A. Spiral model
- B. Waterfall model
- C. Prototyping with strict enforcement of corporate standards for consistency



D. Agile development model

Correct Answer: D

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