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QUESTION 1

You are evaluating an automated safety certification management system for Fabrikam. You need to identify how Fabrikam will most benefit from the solution. Which financial benefit should you identify?

- A. Reduced workers compensation and disability benefits
- B. Reduced operational interruptions, creating more annual revenue
- C. Reduced Plant Safety department staff, creating fewer operational costs
- D. Reduced costs for database licenses, client computer enhancements, training, and software development

Correct Answer: B

QUESTION 2

You are evaluating a Microsoft Office SharePoint Server 2007 solution for A. Datum. You need to identify which value proposition statement will have the greatest impact on the Engagement Manager role. Which statement should you identify?

- A. By implementing the proposed solution, A. Datum can reduce staffing overhead.
- B. By implementing the proposed solution, A. Datum will increase its internal rate of return.
- C. By implementing the proposed solution, A. Datum can significantly increase remote project collaboration through SharePoint Server.
- D. By implementing the proposed solution, A. Datum will streamline the amount of time required to develop proposals and will enable the team to augment its focus on engagement work.

Correct Answer: D

QUESTION 3

You need to identify which key business decision maker at Contoso is responsible for approving a sales improvement project. Who should you identify?

- A. Chief Financial Officer (CFO)
- B. Chief Information Officer (CIO)
- C. Sales Executive
- D. VP of Sales

Correct Answer: D



QUESTION 4

You are evaluating an automated safety certification management system for Fabrikam. You need to present a high-level value proposition statement to the Vice President. Which value proposition statement should you present?

- A. The Safety Coordinator works more efficiently, reducing overtime hours.
- B. Automating the certification process reduces the risk of plant shutdowns.
- C. Employees are more satisfied since they will not lose time from work.
- D. Government regulatory compliance inspectors are satisfied with the availability of safety compliance records.

Correct Answer: B

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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