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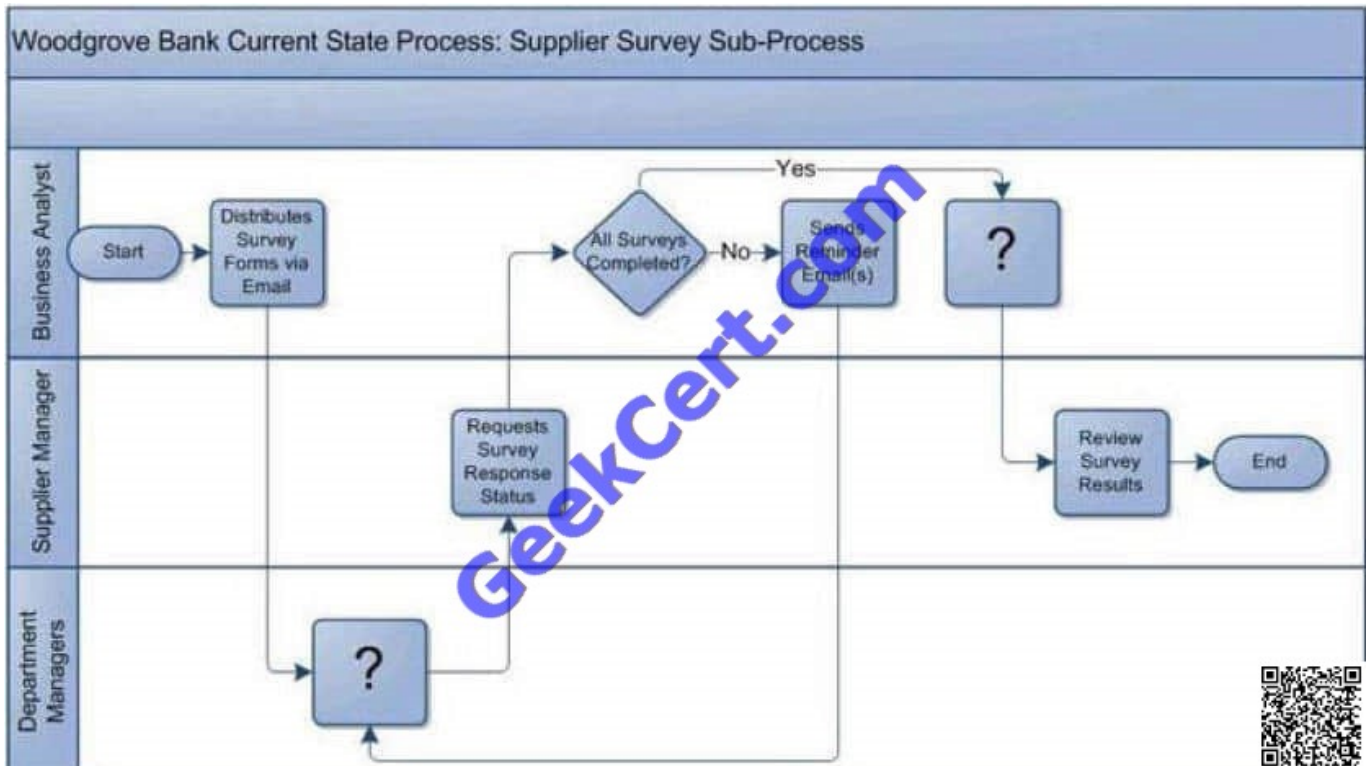⚙ **800,000+** Satisfied Customers

QUESTION 1

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 2

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 3

You need to recommend changes to the Contoso sales business process to increase the revenue generated by the sales team. Which business process change should you recommend?

A. Integrate App1 and the current desktop applications.

B. Centralize all sales initiatives through the main office.

C. Remove App1 and have sales employees use Outlook, Excel, and Word to manage accounts.

D. Limit the use of App1 to inside sales personnel and provide outside sales personnel more direct customer contact time.

Correct Answer: A

QUESTION 4

You need to identify which stakeholder will be the least receptive to a new CV request process. Which stakeholder should you identify?

A. IT Strategic Director

B. Professional Services Analysts

C. Professional Services Managers

D. Sales Representatives

Correct Answer: C

QUESTION 5

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

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