



# 74-674<sup>Q&As</sup>

Delivering Business Value Planning Services.

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### QUESTION 1

You are evaluating a safety certification management system for Fabrikam. You need to recommend a solution to resolve the Fabrikam staffing gap. The solution must support the company's future state. What should you recommend?

- A. Hire an additional Safety Coordinator to manage additional certification processes.
- B. Hire an additional temporary employee for month-end report processing.
- C. Hire an additional IT Specialist to support the safety certification management system.
- D. Shift employee safety responsibilities from the Plant General Manager to the Productions Operations Manager.

Correct Answer: C

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### QUESTION 2

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

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### QUESTION 3

You need to limit the scope of the sales proposal generation process to ensure that it is completed by the end of a three-day business value planning services (BVPS) workshop. What should you do?

- A. Include the entire CV process and an application integration plan.
- B. Limit the scope to the CV process, workflow, and accuracy. Only include high-level cost and financial benefit details.
- C. Limit the scope to the CV process, workflow, and accuracy. Include a detailed business case and an implementation plan.
- D. Capture the entire professional services resource planning process. Only include high-level cost and financial benefit details.

Correct Answer: B

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#### QUESTION 4

You need to recommend a solution to close the primary technology gap inherent in the Contoso sales process. What should you recommend?

- A. Deploy Office 2007 to all sales employees.
- B. Move the current App1 customer contact data to Outlook.
- C. Move the current Outlook customer contact data to the App1 database.
- D. Build a new, custom frontend for App1 that merges multiple data screens.

Correct Answer: A

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#### QUESTION 5

You are evaluating a Microsoft Office PerformancePoint Server 2007 solution for Woodgrove Bank. You need to identify the gap that exists between the banks current state and its future state based on the maturity level of the current infrastructure. Which gap should you identify?

- A. Desktop application deployment
- B. Hardware requirements
- C. Network architecture
- D. Software licensing

Correct Answer: D

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