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QUESTION 1

You propose a solution to Woodgrove Bank. The bank responds that the proposed solution is too expensive and will take too long to implement. You need to identify which negotiation points will likely convince Woodgrove Bank to purchase the proposed solution. Which two negotiation points should you identify? (Each correct answer presents part of the solution. Choose two.)

A. Rely on the customer for project management

B. Stage the solution rollout so that value is added incrementally

C. Incorporate more of the customers own IT staff into the solution rollout

D. Rewrite the statement of work (SOW) to narrow the scope of the solution

Correct Answer: BD

QUESTION 2

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 companys 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

QUESTION 3

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 4

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?
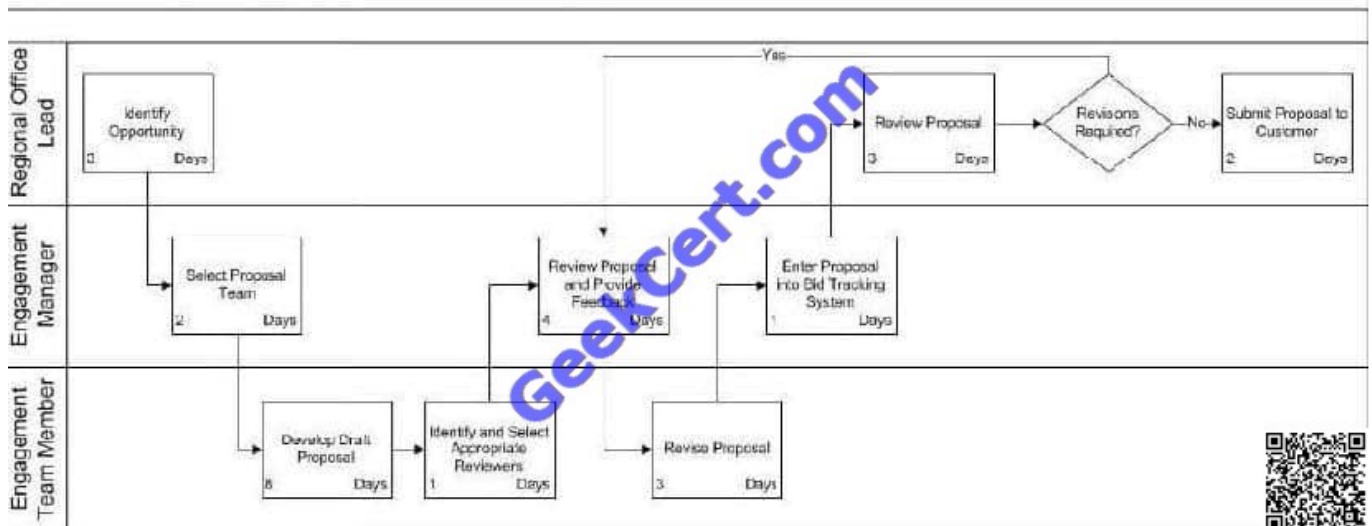
A. Desktop application deployment

B. Hardware requirements

C. Network architecture

D. Software licensing

Correct Answer: D

QUESTION 5

You are evaluating a Microsoft Office SharePoint Server 2007 solution that reduces the amount of time required to draft proposals for A. Datum. A. Datum provides their current process state diagram as shown in the exhibit. (Click the Exhibit button.) You need to identify which process steps the SharePoint Server solution will most substantially affect. Which two process steps should you identify? (Each correct answer presents part of the solution. Choose two.)

A. Select a proposal team.

B. Develop a draft proposal.

C. Review the proposal and provide feedback.

D. Enter a proposal into bid tracking system.

Correct Answer: BC

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