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QUESTION 1

Which option is the recommended scope for a work package?

- A. three business capabilities
- B. one technical subsystem
- C. one major business capability
- D. no recommended size

Correct Answer: C

QUESTION 2

Who are the two primary users of an implementation strategy? (Choose two.)

- A. the technical architect
- B. the leaders for training
- C. executive sponsor and steering committee
- D. the program leader responsible for achieving business results
- E. major work package owners

Correct Answer: DE

QUESTION 3

Which option describes what a five forces model shows?

- A. industry players: suppliers, complementers, customers, and competitors
- B. a list of industry trends and drivers for total market growth
- C. the top three competitive advantages owned by each of the major suppliers
- D. an analysis of customer priorities for technology purchase decisions

Correct Answer: A

QUESTION 4

Which action should be done to assess training needs?

A. Ask mangers if their employees need new skills.



- B. Look at prior problem tickets.
- C. Conduct interviews with people who represent major user roles.
- D. Identify where the system is most confusing to use.

Correct Answer: C

QUESTION 5

Which action is the recommended way to mitigate or minimize risks?

A. Assign the most experienced resource to a single risk item.

B. Add customer IT personnel to the project team so that they can bear responsibilities along with Cisco and the Partner.

C. Rate the priority and potential impact from risks and assign resources accordingly.

D. Include more capabilities in the solution to reduce risks without concern about the cost or timeframe impacts.

Correct Answer: C

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