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QUESTION 1

You need to identify which question to ask key stakeholders when assessing how to improve the Contoso sales process. Which question should you ask?

- A. What is the software life-cycle for App1?
- B. What is the attrition rate for the sales department?
- C. How much does each revenue-generating Sales department employee cost per hour?
- D. How many revenue-generating Sales department employees utilize App1 information to access and update key account information?

Correct Answer: D

QUESTION 2

You need to identify a solution to meet Woodgrove Banks business goals while minimizing its software costs. Which solution should you identify?

- A. A supplier performance report collaboration portal that uses Windows SharePoint Services and includes automated review and approve workflows
- B. A supplier performance data management solution that uses built-in Microsoft SQL Server functionality, which can be easily adopted by the departments
- C. A project portfolio solution that uses Microsoft Office Project and Microsoft Office Project Server, which includes common resource tables and project status reporting templates
- D. A custom Microsoft Office PerformancePoint Server solution that fully automates supplier performance data management and reporting and enhances management of the 40 largest suppliers

Correct Answer: B

QUESTION 3

You need to identify which problem in the current process has the greatest business impact on the company. Which problem should you identify?

- A. Inconsistent scheduling decreases employee job satisfaction.
- B. Increasing production costs and decreasing unit production reduces profitability.
- C. Inconsistent tracking of safety certification could cause further company shutdowns.
- D. Increased user administration time causes additional need for temporary help and increases process delays.



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Correct Answer: C

QUESTION 4

You plan to recommend a five-day business value planning services (BVPS) workshop to Woodgrove Bank. You need to recommend a component to include in the workshop. Which Component should you recommend?

- A. Develop a business case.
- B. Create a proof of concept pilot.
- C. Develop Windows SharePoint Services applications.
- D. Build out an end-user training plan and training content.

Correct Answer: A

QUESTION 5

You are evaluating a Microsoft Office SharePoint Server 2007 solution for A. Datum. You need to communicate the business value of the recommended solution to the A. Datum management team. Which of the following is the most important calculation?

- A. Additional annual revenue generated from increasing the number of proposals submitted
- B. Impact on total cost of ownership (TCO) for A. Datum
- C. Increase in expected industry market share for A. Datum
- D. Reduction in labor costs associated with proposal development

Correct Answer: A

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