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QUESTION 1

A contract is about to expire but there is already a PO for the next year from the customer. Is there a need for CSDA?

- A. No, because CSDA is to ensure that NSN doesn\\'t deliver services without money. If there is a PO already in place before expiration, the CaPM just updates the contract end date.
- B. No, because PO is in place and invoicing is uninterrupted. After getting the written consent of the CT head and FandC Controller, contract prolongation in CDB is the next step and delivery continues.
- C. Yes, CSDA is still needed because the contract is not signed. It means NSN is legally still vulnerable and management needs to grant written approval to acknowledge the higher risk.
- D. Yes, NSN needs to send a CSDA to inform higher management that a contract expired but delivery continues as the PO is in place.

Correct Answer: C

QUESTION 2

In which of the following situations can a company show profit at the same time as cash is decreasing?

- A. When Work-in-Progress is increasing rapidly.
- B. The company invoices and records sales, but the customers do not pay.
- C. When Work-in-Progress is invoiced and released as cost.
- D. Depreciation is much higher than amortization rates.

Correct Answer: B

QUESTION 3

What should be done when the LE differs from the Actuals?

- A. All of the inputs need to be verified. Either cost or sales (or both) were incorrectly estimated.
- B. Do nothing. In 80% of the cases, the fluctuations balance out in the following period.
- C. Sales must be wrongly estimated. So check the sales estimation.
- D. Costs must be wrongly estimated. So check the costs estimation.

Correct Answer: A

QUESTION 4

Where does the information on required engineering resources\\' competence levels in CTs comes from?

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- A. Product Lines provide the information based on product roadmaps and expected service activities.
- B. Resource Streams Managers define the need based on Personal Development Plan related discussions with their people.
- C. Required competence levels are evaluated by Streams, based on the results of the Resource Allocation process.
- D. Product Managers define the need based on sales plans and product roadmaps.

Correct Answer: C

QUESTION 5

What items are included in Care Reversal plan?

- A. Analysis of current financial situation and action planning for recovery.
- B. CT sales forecast as put into SWF tool.
- C. Detailed analysis of service offering and identification of up selling cases.
- D. Financial forecast for next 13 months.

Correct Answer: A

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