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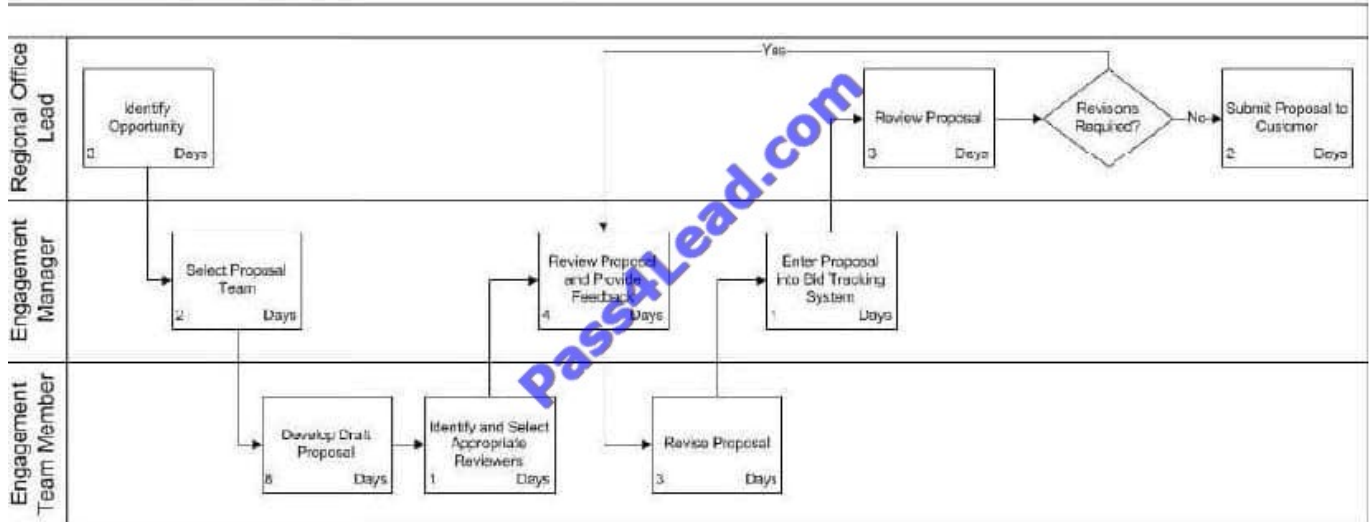




QUESTION 1

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. Datum Corporation – Current State Business Process for Drafting Proposals



- 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

QUESTION 2

The Phone Company is undergoing a strategic redesign of its internal corporate applications and wants to increase its use of Office. Specifically, the company wants to manage its professional service resources and all information relating to those resources. You need to choose a software solution that is most appropriate for implementing a future state. What should you choose?

- A. Project Portfolio Server and Office 2007
- B. SharePoint Server 2007 and ERPApp
- C. SharePoint Server 2007, Office 2007, and CPoint
- D. SharePoint Server 2007, Office 2007, and CRMApp



Correct Answer: C

QUESTION 3

You need to create a current state business process diagram. What should you do to gather the required information?

- A. Interview the Safety Coordinator to discuss new system requirements.
- B. Interview the Safety Coordinator to document the current safety process steps.
- C. Interview all employees involved in the plant process value chain to document activities.
- D. Interview the Plant General Manager to determine safety risks.

Correct Answer: B

QUESTION 4

You define the variables shown in the following table. You need to identify which calculation will provide the net benefit of adopting SharePoint Server to automate the sales proposal process. The calculation must only consider labor savings. Which calculation should you use?

Variable	Value
L	Labor rate (dollars per hour)
P	Number of proposals created per year
C	Total cost of deploying the proposed solution (dollars)

- A. $LP (0.25 (60)) C LC$
- B. $LP (0.75 (9+2.5))$
- C. $LP (0.75 (9+2.5)) C C$
- D. $LP (0.75 (9+2.5)) C C + LC$

Correct Answer: C

QUESTION 5

You are evaluating a supplier performance data management solution. You need to identify the greatest adoption risk that would result from implementing the proposed solution. What should you identify?

- A. The ESM Director refuses to fund the solution.



- B. Supplier Managers resist the organizational changes within the ESM group that result from the solution.
- C. Business Analysts refuse to use the solution, preferring a workaround that employs their existing methods.
- D. The value of the solution is inadequately communicated to Department Managers, so they never use it for supplier management.

Correct Answer: D

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