



# 74-674<sup>Q&As</sup>

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**QUESTION 1**

You need to choose a high-level value proposition statement for the executive management of the Professional Services department. The statement must describe the near-term improved future state for the CV request and update process. Which statement should you choose?

- A. By using eForm templates, shared documents, automated notifications, and workflows, CVs can be obtained in 75 percent less time than the current process.
- B. By using templates, predefined workflow, and shared document repositories, IT can create a frontend for ERPApp, lowering deployment costs throughout the organization.
- C. By using templates and workflow, CVs can be searched, updated, and matched to the appropriate opportunity, creating increased utilization and improved resource management.
- D. By using templates and predefined workflow, sales can be increased by freeing up Sales Representatives time, and customer satisfaction can be improved by better matching resources and opportunities.

Correct Answer: C

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**QUESTION 2**

You are evaluating an automated safety certification management system for Fabrikam. You need to present a high-level value proposition statement to the Vice President. Which value proposition statement should you present?

- A. The Safety Coordinator works more efficiently, reducing overtime hours.
- B. Automating the certification process reduces the risk of plant shutdowns.
- C. Employees are more satisfied since they will not lose time from work.
- D. Government regulatory compliance inspectors are satisfied with the availability of safety compliance records.

Correct Answer: B

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**QUESTION 3**

You need to recommend changes to the Contoso sales business process to increase the revenue generated by the sales team. Which business process change should you recommend?

- A. Integrate App1 and the current desktop applications.
- B. Centralize all sales initiatives through the main office.
- C. Remove App1 and have sales employees use Outlook, Excel, and Word to manage accounts.
- D. Limit the use of App1 to inside sales personnel and provide outside sales personnel more direct customer contact



time.

Correct Answer: A

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#### QUESTION 4

You are evaluating a Microsoft Office SharePoint Server 2007 solution for A. Datum. You need to identify which value proposition statement will have the greatest impact on the Engagement Manager role. Which statement should you identify?

- A. By implementing the proposed solution, A. Datum can reduce staffing overhead.
- B. By implementing the proposed solution, A. Datum will increase its internal rate of return.
- C. By implementing the proposed solution, A. Datum can significantly increase remote project collaboration through SharePoint Server.
- D. By implementing the proposed solution, A. Datum will streamline the amount of time required to develop proposals and will enable the team to augment its focus on engagement work.

Correct Answer: D

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#### 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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