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QUESTION 1

You need to identify the most critical component in the implementation plan to improve the Contoso sales process. Which component should you identify?

- A. Detailed test strategy
- B. Key stakeholders buy-in of project budget
- C. Project plan and schedule
- D. Working demo of proposed changes

Correct Answer: C

QUESTION 2

The Phone Company is considering adopting SharePoint Server to help facilitate the CV request and update process for sales proposals. You need to identify which outcome the proposed solution is least likely to cause. Which outcome should you identify?

- A. Reduced cycle time for sales
- B. Higher sales due to a freeing up of Sales Representatives time
- C. Standardization of CV terms for easy communication to customers
- D. Improved utilization through better matching of Analyst and opportunity

Correct Answer: C

QUESTION 3

You are evaluating a safety certification management system for Fabrikam. You need to recommend a solution to resolve the Fabrikam staffing gap. The solution must support the company's future state. What should you recommend?

- A. Hire an additional Safety Coordinator to manage additional certification processes.
- B. Hire an additional temporary employee for month-end report processing.
- C. Hire an additional IT Specialist to support the safety certification management system.
- D. Shift employee safety responsibilities from the Plant General Manager to the Productions Operations Manager.

Correct Answer: C



QUESTION 4

The Phone Company is interested in hiring your firm to pursue a business value planning services (BVPS) engagement, but is uncertain how it will fund the project. You need to identify whether The Phone Company has Microsoft Software Assurance (SA) Packaged Services vouchers. What should you do?

- A. Search the Microsoft Partner Program portal
- B. Refer to the Microsoft Office System Solutions Directory
- C. Work through your client contact at The Phone Company
- D. Contact the Microsoft Account Manager for The Phone Company

Correct Answer: D

QUESTION 5

You need to document which key technology infrastructure issues prevent the ESM group from meeting its goals. Which issue should you choose?

- A. Data entry is performed manually.
- B. Static spreadsheet-based are used to capture data.
- C. Supplier data is improperly updated in Project Server.
- D. Workflows are undefined in Windows SharePoint Services.

Correct Answer: B

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