

## SDM\_2002001040<sup>Q&As</sup>

**SDM Certification - CARE** 

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#### **QUESTION 1**

Who is the person responsible for following up on case handling?

- A. Customer Performance Manager (CpFM).
- B. Care Program Manager.
- C. Care Program Coordinator.
- D. Care Technical Manager.

Correct Answer: A

#### **QUESTION 2**

Which of the following tasks belongs to the Care Program Manager at Care Contract re- negotiations?

- A. Agree the prices internally.
- B. Ensure the Care Contract re-negotiations are initiated in a timely fashion.
- C. Negotiate the prices with the customer.
- D. Write the Care Contract document.

Correct Answer: B

#### **QUESTION 3**

Which fields are not editable in CDB after submission to SAP? If the following fields are incorrect, contract creation needs to be repeated in CDB and SAP alike:

- A. Sales organisation, distribution channel and payment terms.
- B. Contract start and end date, SLA and service items.
- C. CaPM; FandC and CT head contact details.
- D. Service Items, Purchase Order numbers and total contract value.

Correct Answer: A

#### **QUESTION 4**

Who is the main responsible person to drive the Care Contract Renewal through the whole renewal process after the Internal Kick-off Meeting?

A. Care Program Manager.



- B. Care Renewal Leader.
- C. Care Service Engagement Manager.
- D. CT Head.

Correct Answer: B

#### **QUESTION 5**

What are the 3 Care SWS portfolio segments?

A. Active Network Assurance (ANWA), Preventive Services, Launch Support services.

B. Active Network Assurance (ANWA), Software Evolution and Expertise (SEE) and Multi Supplier Support (MSS).

C. Active Network Assurance (ANWA), Software Evolution and Expertise (SEE), Life Extender (LE) Services.

D. There are only two portfolio segments in Care SWS: Active Network Assurance (ANWA), Software Evolution and Expertise (SEE).

Correct Answer: B

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