



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

Delivering Business Value Planning Services.

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### QUESTION 1

You need to recommend the business process at Contoso that requires the most improvement. Which business process should you recommend improving?

- A. Annual sales revenue reporting
- B. Customer account management
- C. Information technology procurement
- D. Sales staff retention

Correct Answer: B

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### QUESTION 2

You need to identify the most relevant value proposition statement for Woodgrove Bank executives. Which value proposition statement should you identify?

- A. Implementing the proposed solution will provide greater visibility into supplier performance across the company.
- B. Implementing the proposed solution will reduce group operating expenses and improve the quality of supplier performance reports.
- C. Implementing the proposed solution will reduce labor time associated with data management, enabling them to improve supplier selection.
- D. Implementing the proposed solution will give department managers a tool to better manage their suppliers, reducing the overall cost structure of the bank.

Correct Answer: C

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### QUESTION 3

The recommended proposal development process requires an initial investment of \$180,000 and annual operational costs of \$20,000. You need to identify how much annual revenue must be generated to achieve a complete return on investment in three years. Which amount should you identify?

- A. \$60,000
- B. \$80,000
- C. \$200,000
- D. \$240,000



Correct Answer: B

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#### QUESTION 4

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

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#### QUESTION 5

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

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