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QUESTION 1

You need to identify which question to ask key stakeholders when assessing how to improve the Contoso sales process. Which question should you ask?

- A. What is the software life-cycle for App1?
- B. What is the attrition rate for the sales department?
- C. How much does each revenue-generating Sales department employee cost per hour?
- D. How many revenue-generating Sales department employees utilize App1 information to access and update key account information?

Correct Answer: D

QUESTION 2

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 3

You need to identify which outcome of the current proposal development process has had the least business impact on

A. Datums business. Which outcome should you identify?

- A. Decreased business revenue
- B. Decreased interoffice team collaboration
- C. Decreased success or win rates per opportunity
- D. Increased labor cost per proposal

Correct Answer: B



QUESTION 4

You need to recommend enhancing the use of Microsoft Office SharePoint Server to address A.

Datums proposal development process challenges. Which of the following enhancements should you recommend?

- A. Automate proposal development review loops to leverage workflow functionality.
- B. Develop a more robust taxonomy to improve company-wide search functionality.
- C. Create a searchable subject matter expert (SME) database to streamline proposal team member selection.
- D. Leverage additional team functionality to drive cross-regional proposal development collaboration.

Correct Answer: A

QUESTION 5

You need to identify which stakeholder will be the least receptive to a new CV request process. Which stakeholder should you identify?

- A. IT Strategic Director
- B. Professional Services Analysts
- C. Professional Services Managers
- D. Sales Representatives

Correct Answer: C

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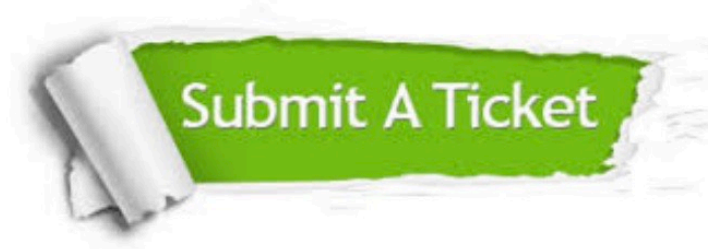
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