Vendor: Microsoft

Exam Code:74-674

Exam Name: Delivering Business Value Planning Services.

Version: Demo

QUESTION 1

You need to recommend a solution to close the primary technology gap inherent in the Contoso sales process. What should you recommend?

A. Deploy Office 2007 to all sales employees.

B. Move the current App1 customer contact data to Outlook.

C. Move the current Outlook customer contact data to the App1 database.

D. Build a new, custom frontend for App1 that merges multiple data screens.

Correct Answer: A

QUESTION 2

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 3

You are evaluating improvements to the Fabrikam certification process. You need to recommend a solution to achieve the companys business goals. What should you recommend?

A. Automate the employee certification renewal and scheduling cycle.

B. Update users to the latest version of the spreadsheet application to enable new reporting features.

C. Provide a collaborative workspace by using Windows SharePoint Services to share Microsoft office Excel certification spreadsheets.

D. Provide a collaborative workspace by using Microsoft Office Groove 2007 to share Microsoft Office Excel certification spreadsheets.

Correct Answer: A

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

QUESTION 5

You are evaluating a Microsoft Office SharePoint Server 2007 solution that reduces the amount of time required to draft proposals for A. Datum. You plan to create an adoption and implementation plan for the proposed solution. You need to identify the most likely complication to the proposed solution. Which complication should you identify?

A. End-user behavior change

B. Regional management resistance

C. Sensitive proposal costing data security

D. Technical feasibility

Correct Answer: A

QUESTION 6

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?
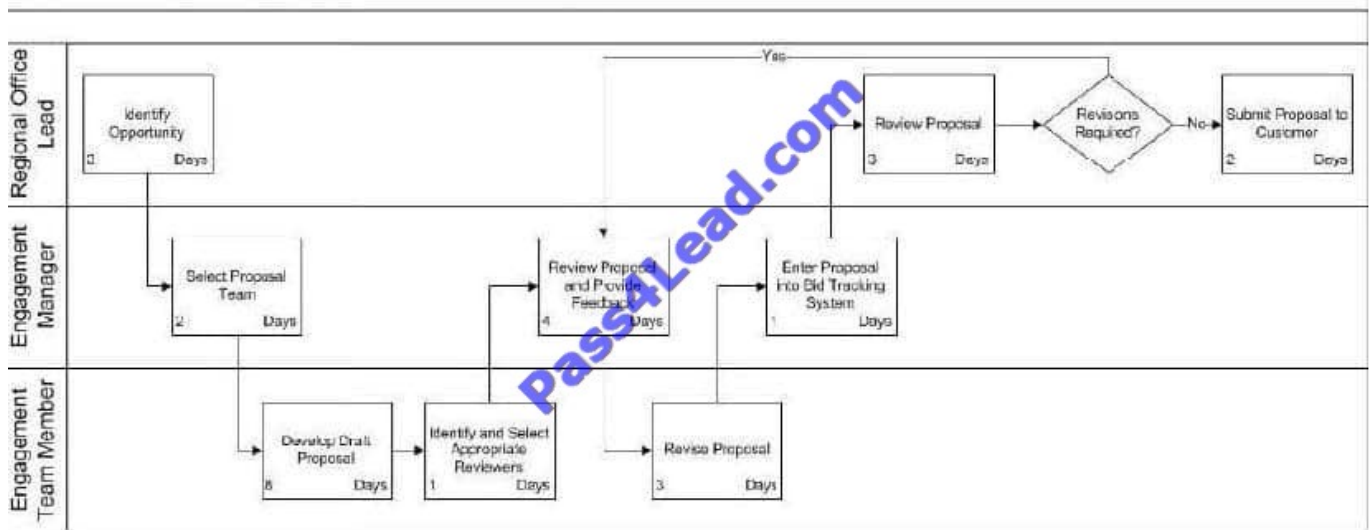
A. Reduced cycle time for sales

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 7

You are evaluating a Microsoft Office SharePoint Server 2007 solution that reduces the amount of time required to draft proposals for A. Datum. A. Datum provides their current process state diagram as shown in the exhibit. (Click the Exhibit button.) You need to identify which process steps the SharePoint Server solution will most substantially affect. Which two process steps should you identify? (Each correct answer presents part of the solution. Choose two.)

A. Datum Corporation – Current State Business Process for Drafting Proposals

A. Select a proposal team.

B. Develop a draft proposal.

C. Review the proposal and provide feedback.

D. Enter a proposal into bid tracking system.

Correct Answer: BC

QUESTION 8

You need to identify which problem in the current process has the greatest business impact on the company. Which problem should you identify?

A. Inconsistent scheduling decreases employee job satisfaction.

B. Increasing production costs and decreasing unit production reduces profitability.

C. Inconsistent tracking of safety certification could cause further company shutdowns.

D. Increased user administration time causes additional need for temporary help and increases process delays.

Correct Answer: C

QUESTION 9

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 10

You are evaluating a Microsoft Office PerformancePoint Server 2007 solution for Woodgrove Bank. You need to identify the gap that exists between the banks current state and its future state based on the maturity level of the current infrastructure. Which gap should you identify?

A. Desktop application deployment

B. Hardware requirements

C. Network architecture

D. Software licensing

Correct Answer: D

QUESTION 11

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 12

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

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