

**Exam Number/Code:**74-674

**Exam Name:** Delivering Business  
Value Planning Services.

**Version:** Demo

**<http://cert24.com/>**

1. You need to identify which key business decision maker at Contoso is responsible for approving a sales improvement project.

Who should you identify?

- A. Chief Financial Officer (CFO)
- B. Chief Information Officer (CIO)
- C. Sales Executive
- D. VP of Sales

Answer: D

2. You need to identify which business process Fabrikam must improve.

Which process should you identify?

- A. Employee safety certification compliance
- B. Environmental compliance reporting
- C. Industry safety trend reporting
- D. Management safety performance reviews

Answer: A

3. You need to identify and analyze a business process for a business value planning services (BVPS) engagement.

Which business process should you analyze to best support the current situation and business goals of A. Datum?

- A. Assigning resources to customer projects
- B. Drafting proposals
- C. Hiring new employees
- D. Project collaboration

Answer: B

4. 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

Answer: B

5. You plan to recommend a five-day business value planning services (BVPS) workshop to Woodgrove Bank.

You need to recommend a component to include in the workshop.

Which component should you recommend?

- A. Develop a business case.
- B. Create a proof of concept pilot.
- C. Develop Windows SharePoint Services applications.
- D. Build out an end-user training plan and training content.

Answer: A

6. You need to limit the scope of the sales proposal generation process to ensure that it is completed by the end of a three-day business value planning services (BVPS) workshop.

What should you do?

- A. Include the entire CV process and an application integration plan.
- B. Limit the scope to the CV process, workflow, and accuracy. Only include high-level cost and financial benefit details.
- C. Limit the scope to the CV process, workflow, and accuracy. Include a detailed business case and an implementation plan.
- D. Capture the entire professional services resource planning process. Only include high-level cost and financial benefit details.

Answer: B

7. The Deputy Director of HR will be unavailable during the business value planning services (BVPS) engagement. As a result, A. Datum has opted to have its proposal development process analyzed.

You need to design a data collection method.

Which interviewee should you exclude from the data collection method?

- A. Deputy CFO
- B. Engagement Manager
- C. Engagement Team member
- D. Regional Office Lead

Answer: A

8. You need to draft a current state business process diagram for review by stakeholders. What should you do to gather the required information?

- A. Interview the Safety Department staff to discuss new system requirements.
- B. Interview the Safety Department staff to document the current safety process steps.
- C. Interview all employees involved in the manufacturing process to document activities.
- D. Interview the Plant General Manager to determine safety risks.

Answer: B

9. You need to create a current state business process diagram. You have a process diagram that describes the survey sub-process as shown in the exhibit. (Click the Exhibit button.) You need to identify which two steps most likely complete the diagram. Which two steps should you choose? (Each correct answer presents part of the solution. Choose two.)

- A. Begins completing survey.
- B. Manually consolidates survey results.
- C. Creates supplier performance survey form.
- D. Calculates supplier key performance indicators (KPI).

Answer: A AND B

10. You need to identify which existing application is the most relevant to the current business process for CV management. Which application should you identify?

- A. CPoint
- B. CRMApp
- C. ERPApp
- D. XLine

Answer: A

11. You need to identify the most relevant business impact to Woodgrove Bank based on its current business processes. Which business impact should you identify?

- A. Legal risks caused by accidental disclosure of proprietary contractual data
- B. Reported instances of inaccurate or outdated information in supplier performance reports
- C. Delays in responding to supplier performance information requests from various departments
- D. Weakened bargaining position caused by lack of company-wide supplier performance reporting

Answer: D

12. 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.

Answer: C

### 13. Multiple Choice Question

In this type of question, you select the correct answer or answers from a list of answer choices.

Click the Reset button to clear all selected answers.

To reference the case study

This question is part of a case study. You must explore the content of the case study to find the information needed to answer this question correctly.

To view case study information:

Click a rounded button in the left pane.

If a list of subitems appears under the button, click one of the subitems to display its content.

To return to a question from a case study:

Click the Question button in the left pane.

Notes

Note the following consideration when answering this type of question:

You might need to use the scroll bar to view the entire contents of the question. You need to identify which outcome of the current proposal development process has had the least business impact on A. Datum's 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

Answer: B

14. The Phone Company is undergoing a strategic redesign of its internal corporate applications and wants to increase its use of Office. Specifically, the company wants to manage its professional service resources and information relating to those resources. You need to choose a software solution that is most appropriate for implementing a future state.

What should you choose?

- A. Project Portfolio Server and Office 2007
- B. SharePoint Server 2007 and ERPApp
- C. SharePoint Server 2007, Office 2007, and CPoint
- D. SharePoint Server 2007, Office 2007, and CRMApp

Answer: C

15. You need to identify a solution to meet Woodgrove Bank's business goals while minimizing its software costs.

Which solution should you identify?

- A. A supplier performance report collaboration portal that uses Microsoft Office SharePoint Server and includes automated review and approve workflows
- B. A supplier performance data management solution that uses built-in Microsoft SQL Server functionality, which can be easily adopted by the departments
- C. A project portfolio solution that uses Microsoft Office Project and Microsoft Office Project Server, which includes common resource tables and project status reporting templates
- D. A custom Microsoft Office PerformancePoint Server solution that fully automates supplier performance data management and reporting and enhances management of the 40 largest suppliers

Answer: B