

**Prüfungsnummer:** 074-674

**Prüfungsname:** Delivering Business  
Value Planning Services.

**Version :** Demo

<http://www.it-pruefungen.de/>

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