

## SAP ОБУЧЕНИЕ

### ПРИМЕРНИ ВЪПРОСИ: P\_BC\_10

Забележка: Примерните въпроси са изготвени единствено за целите на вашата самоподготовка и не са включени в реалните изпити за сертификация. Справянето с тези въпроси не ви гарантира успешното преминаване на изпита. Същинският изпит обхваща по-широк кръг от теми, затова преди явяване на изпит за сертификация се запознайте с всички тематични области, посочени в описанието на изпита.

SAP Certified Professional Business Consultant

#### Въпроси:

1. How do you describe ASAP for Business Process Management (BPM) methodology?

Note: There are two (2) correct answers to this question.

a)	<input type="radio"/>	ASAP for BPM replaces the Enterprise Application methodology.
b)	<input type="radio"/>	ASAP for BPM is a standard methodology for the plan phase of consulting projects.
c)	<input type="radio"/>	ASAP for BPM replaces the Run SAP methodology for implementations.
d)	<input type="radio"/>	ASAP for BPM is a standard methodology covering the complete business process implementation cycle.
e)	<input type="radio"/>	ASAP for BPM enables the development of process knowledge which can be used for continuous improvement of SAP reference process content.

2. Which document types are typically incorporated into the Business Blueprint?

Note: There are three (3) correct answers to this question.

a)	<input type="radio"/>	Business requirements
b)	<input type="radio"/>	Functional solution designs
c)	<input type="radio"/>	Project charters
d)	<input type="radio"/>	Test cases
e)	<input type="radio"/>	Process models

3. Which deliverable is created during the Business Blueprint phase as a result of the decision to implement business processes using SOA/composite applications?

Please select the correct answer.

a)	<input type="radio"/>	Provider model
b)	<input type="radio"/>	Consumer model
c)	<input type="radio"/>	Process component model
d)	<input type="radio"/>	Integration scenario model

4. Which enterprise architecture artifact defines a set of entities that allow architectural concepts to be represented in a consistent and traceable manner?  
Please select the correct answer.

a)	<input type="radio"/>	Reference Library
b)	<input type="radio"/>	Content Metamodel
c)	<input type="radio"/>	Architecture Patterns
d)	<input type="radio"/>	Architecture Development Method

5. You have analyzed the gaps between current and future architecture domains. You identified 40 new business and IT projects.  
How should business value be assigned to each project?  
Please select the correct answer.

a)	<input type="radio"/>	The enterprise architect assigns business value through the use of a matrix with value and risk dimensions, generated by consolidating business and IT requirements.
b)	<input type="radio"/>	Business management assigns business value through a structured workshop process with all business stakeholders.
c)	<input type="radio"/>	The project management office assigns business value based on the return on investment (ROI) calculation.
d)	<input type="radio"/>	The enterprise architecture team assigns business value based on the level of alignment to the defined business drivers, goals, and objectives of the enterprise.

6. What are typical tasks for an organizational change management (OCM) consultant?  
Note: There are three (3) correct answers to this question.

a)	<input type="radio"/>	Recruit change agents.
b)	<input type="radio"/>	Support the design and implementation of business scenarios.
c)	<input type="radio"/>	Communicate with project sponsors.
d)	<input type="radio"/>	Support value realization.
e)	<input type="radio"/>	Design and implement change management activities.

7. What are the major elements of the SAP Organizational Change Management (OCM) Framework?  
Please select the correct answer.

a)	<input type="radio"/>	Project Preparation Blueprint Realization Final Prep Go Live Support
b)	<input type="radio"/>	Launch and Set Up Stakeholder Management Communication Organizational Alignment Monitoring
c)	<input type="radio"/>	Solution Management Stakeholder Management Communication Organizational Alignment Training
d)	<input type="radio"/>	Launch and Set Up Project Management Communication Training Monitoring

8. Which of the following communication activities should you perform during the Realization phase?  
 Note: There are three (3) correct answers to this question.

a)	<input type="radio"/>	Select the appropriate communication channel.
b)	<input type="radio"/>	Build the communication plan.
c)	<input type="radio"/>	Gain approval and sign-off of the message.
d)	<input type="radio"/>	Confirm the messages and deliver them to the target audience.
e)	<input type="radio"/>	Gather feedback from the team.

9. What should a project report to the customer typically contain?  
 Please select the correct answer.

a)	<input type="radio"/>	Communication activities
b)	<input type="radio"/>	Development of turnover
c)	<input type="radio"/>	Relevant stakeholder statements
d)	<input type="radio"/>	Management summary

10. What does ASAP recommend improving project quality?  
 Note: There are two (2) correct answers to this question.

a)	<input type="radio"/>	The Go Live check should be performed starting with the Business Blueprint phase to ensure good system performance.
b)	<input type="radio"/>	The Quality Management Plan should be developed at the end of the Realization phase.
c)	<input type="radio"/>	The Quality Gate scorecards and procedures should be used during completion of any ASAP phase.
d)	<input type="radio"/>	Project quality reviews should be performed by independent consultants to provide an impartial analysis of the project.

11. An executive stakeholder wants to make a change to the project scope.  
 What would you do first?  
 Please select the correct answer.

a)	<input type="radio"/>	Adjust the project management plan and baselines.
b)	<input type="radio"/>	Escalate the requested change to the steering committee.
c)	<input type="radio"/>	Evaluate the impact of the change on the project.
d)	<input type="radio"/>	Reject the change as the scope baseline was already signed-off.

12. How do you proactively manage a value scorecard?  
 Please select the correct answer.

a)	<input type="radio"/>	Develop action plans for KPI variances.
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b)	<input type="radio"/>	Establish KPI baselines.
c)	<input type="radio"/>	Create value maps.
d)	<input type="radio"/>	Track KPI results.

13. What are phases of Value Management?

Note: There are 3 correct answers to this question.

a)	<input type="radio"/>	Value Realization
b)	<input type="radio"/>	Value Preparation
c)	<input type="radio"/>	Value Blueprinting
d)	<input type="radio"/>	Value Discovery
e)	<input type="radio"/>	Value Optimization

14. What should you take into consideration when planning value audits?

Note: There are two (2) correct answers to this question.

a)	<input type="radio"/>	Solution design areas where KPIs and PPIs have been base lined
b)	<input type="radio"/>	Variances between plan and actual costs
c)	<input type="radio"/>	The number of custom development objects
d)	<input type="radio"/>	The level of support for business cases

### Отговори:

1 a) Incorrect	2 a) Correct	3 a) Incorrect	4 a) Incorrect	5 a) Incorrect
1 b) Incorrect	2 b) Correct	3 b) Correct	4 b) Correct	5 b) Correct
1 c) Incorrect	2 c) Incorrect	3 c) Incorrect	4 c) Incorrect	5 c) Incorrect
1 d) Correct	2 d) Incorrect	3 d) Incorrect	4 d) Incorrect	5 d) Incorrect
1 e) Correct	2 e) Correct			
6 a) Incorrect	7 a) Incorrect	8 a) Correct	9 a) Incorrect	10 a) Incorrect
6 b) Incorrect	7 b) Correct	8 b) Incorrect	9 b) Incorrect	10 b) Incorrect
6 c) Correct	7 c) Incorrect	8 c) Correct	9 c) Incorrect	10 c) Correct
6 d) Correct	7 d) Incorrect	8 d) Correct	9 d) Correct	10 d) Correct
6 e) Correct		8 e) Incorrect		
11 a) Incorrect	12 a) Correct	13 a) Correct	14 a) Correct	
11 b) Incorrect	12 b) Incorrect	13 b) Incorrect	14 b) Incorrect	
11 c) Correct	12 c) Incorrect	13 c) Incorrect	14 c) Incorrect	
11 d) Incorrect	12 d) Incorrect	13 d) Correct	14 d) Correct	
		13 e) Correct		