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NEW QUESTION: 1

Nastya is the CEO of a large technology firm, which develops new and innovative nanotechnology. Below is an email she has sent to her management team:

Dear Team,

Recent media coverage has revealed that our competitors have lower costs. It is important that we get back to our suppliers to see if they can secure a better component price for the next version of our NanoVac range. Let's also consider the energy costs of our labs, I'm mindful that costs are rising due to investment in renewable power- I want us to negotiate with our energy supplier to get a better deal.

I've also been reading reports on social responsibility and sustainability and I'd like a full review of the biodegradability of the packaging of all our products- we don't want media attention for being a technology company that wastes natural resources.

Our employment regulations also need revisiting as there have been changes to pension rules and paternity/maternity rights for workers and I want us to be aware of these. Finally, regarding the staff conference I want to launch a new staff development programme, which aims to identify and develop the rising stars in our business. People development should be a key priority in our next annual plan.

Thanks. Nastya."

Which elements of PESTLE are identified in this email?

- A. Economic, Environmental, Legal
- B. Environmental, Political, Socio-Cultural.
- C. Socio-Cultural, Technological, Economic
- D. Political, Legal, Economic

Answer: B (LEAVE A REPLY)

NEW QUESTION: 2

Marketing is primarily concerned with the 4Ps: product, promotion, price and price. The institute of Analysis (IoA) offers qualification in system analysis. A number of interviews have been held with senior stakeholders, including the marketing Manager. Here are two five of the activities that have been identified by stakeholders:

- a) Agree new qualifications.
- b) Upgrade the website.
- c) Recruit new examiners.
- d) Register candidates.
- e) Analyze website activity.

Which of these activities would reflect the business perspective of the Marketing Manager of the IoA?

- A. a, c and d
- B. a, b and e
- C. b, c and e
- D. b, d and e.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 3

A Business Analyst and a project Manager are producing a business case for an initiative, which aims to improve the cyber defense of a large financial services provider.

They met recently to review progress, and made the following notes for the next draft:

The benefits of cyber will be describes in quantitative terms, so we will need to describe these Qualitatively.

We need to make it clear that we have fully explored the solution market, and we have considered a range of approaches to meeting the objectives of this project.

The threat posed to the organization from cyber attack, and therefore the justification for the project, needs to be clearly articulated.

Which of the following sets of elements of a business case will cover ALL of these points?

- A. Description of the current situation, impact assessment, risk assessment
- B. Recommendations, risk assessment, options considered
- C. Description of the current situation. analysis of costs and benefits, options considered
- D. Impact assessment, analysis of costs and benefits, recommendations

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

A company has decided to change one of its financial Key Performance indicators (KPIs). It has traditionally measured profit through its gross profit margin, however, it now wishes to measure It through it Return on Capital Employed (ROCE).

The following activities are on the consensus Business Activity Model (BAM) a) Take control action b) Monitor performance targets c) Define performance targets.

d) Define target customers

Which of these would the event 'amend KPI' affect?

A. c only.

B. b, c and d.

C. a, b and d.

D. a only.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 5

An airline has agreed that the following Key performance indicator (KPI) will help measure one of the airline's Critical Success Factors (CSFs) -customer service. The KPI is the percentage of customers rating our service as excellent in an independently administrator customer survey.

In the current year, the performance objective associated with KPI is 70%. The airline, therefore, aims for at least 70% of customers rating its service as excellent.

Which of the following activities in a Business Activity Model would establish whether the KPI and its associated performance objective is being achieved?

A. Agree performance objective.

B. Define customer satisfaction.

C. Monitor customer satisfaction.

D. Deliver customer service.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 6

A business case features a management summary, from which the below extract is taken: 'The new approach will incur significant investment in terms of software licenses and annual maintenance fees, which will not be negotiable until year four of the proposal. We will research competing suppliers in the marketplace at end of year three, the supplier will, therefore, be likely to offer a reduced price for year five and beyond. However, we are convinced that the selected option is the right one. It will give us a competitive edge as a result of improved management information, in addition to the boost it will give to our image with our established customers.' Which categories of costs and benefits are described in this extract*?

A. Tangible benefits, intangible costs

B. Tangible costs, intangible benefits.

C. Intangible costs, tangible benefits

D. Intangible benefits, intangible costs

Answer: B (LEAVE A REPLY)

NEW QUESTION: 7

EcoBags is a company that designs and makes eco-friendly shopping bags for various clients. An internal analysis of the business has revealed the following information about the company.

- a) Recent investment in new machinery will enable the company to continue its innovation programme
- b) Feedback from customers and an increase in sales suggests that EcoBags is recognised as a quality brand
- c) The number of staff currently employed in the company is sufficient to meet expected future growth
- d) The ability of EcoBags to respond quickly to new market demands has earned it an innovation award.
- e) The company has significant retained profits, which will help fund the innovation programme.

Which of these would be considered as 'tangible' resources in a resource audit?

A. a, b and d.

B. a, c and e.

C. c, d, and e

D. b, c, and e.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 8

Ajay works in the payroll department of his organization. Payslips for every employee are printed automatically at the end of each month. He is about to distribute the monthly payslip for each employee when he receives a notification from senior management explaining that they wish to give everyone a 10% bonus, for exceptional performance in the last quarter. Ajay is pleased with the bonus, but annoyed that he needs to re-print the monthly payslips.

Which types of business events can be identified from this scenario?

A. Time based only

B. Internal and Time based.

C. External and Time based.

D. External and Internal

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 9

A business analyst has been assigned to help develop a plan for expanding a business that produces software for mobile phones and has interviewed the managing director to understand his perspective regarding the expansion. The managing director's worldview is as follows:

"The purpose of our business is to develop and sell software for mobile phones. The expansion will enable us to increase the amount of software we produce, so we can keep pace with the growing demand of the market for software that is easy to use." Which of the following is a 'transformation' for this worldview?

A. Develop and sell software for mobile phones.

B. Increase the amount of software we produce.

- C. Ensure that software is easy to use
- D. Keep pace with the growing demands of the market.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 10

Alana has identified the several issues in a process redesign project she is working on, including the following:

- 1) The suggested changes will require a re-definition of the organisation's Key Performance Indicators (KPI)
 - 2) The suggested changes to the business structure will affect our relationships with suppliers.
 - 3) The proposed sharing of data with our suppliers will raise legal accessibility issues
- Which elements of POPIT consider these issues?

- A. Processes and Information & Technology.
- B. People and Organisation.
- C. People and Processes.
- D. Information A Technology. Organisation

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 11

It services has commissioned a new desktop PC replacement project that has been funded and running for three months, with a fully-engaged sponsor and programme manager appointed.

The head of IT service has not involve beyond the initial project start-up interviews and has not been invited to any of the project meetings.

position on the power/interest grid does the head of IT services currently occupy?

- A. Some power and influence and some interest
- B. Low power and influence but high interest.
- C. High power or influence but low interest
- D. High power or influence and high interest

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 12

BuildCo is small building company with the stall. The owner to reduce time spent on administration by simplifying the company's paperwork. This paperwork includes provides quotes and invoices, as well as managing orders and receipts for building materials.

Most of the paperwork is completed manually and copies are stored in filing cabinets.

However, quotes and invoices are produced on a word processor and the stored on a computer, with printed copies also stored in the filing cabinets. The owner is not sure that all the current paperwork is necessary.

Which investigation technique would be MOST effective in establishing the need for item of paperwork?

- A. Workshop
- B. Document Analysis
- C. Questionnaire
- D. Interviews

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 13

Part of the management summary of a business case is detailed below:

The key recommendation is that we proceed with the preferred option, a new process and a new IT system. We feel that this option is feasible. although we recognise there is a risk of lower staff productivity while the new system is being established ' Which category of costs or benefits has been described?

- A. Intangible benefits.
- B. Intangible costs
- C. Tangible costs.
- D. Tangible benefits

Answer: D ([LEAVE A REPLY](#))

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