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<https://drive.google.com/open?id=1G2Q9OTJgx7SZcc8Qfe5WMZb6jQZd8qr4> NEW QUESTION 1 Which two business model canvas building blocks are relevant to the VPC? (Choose two.) A.&#160;&#160;&#160; cost structure B.&#160;&#160;&#160; value proposition C.&#160;&#160;&#160; resources D.&#160;&#160;&#160; customer segment E.&#160;&#160;&#160; revenue streams Answer: AC NEW QUESTION 2 What does "A" stand for in the RACI matrix? A.&#160;&#160;&#160; accountable B.&#160;&#160;&#160; appropriate C.&#160;&#160;&#160; actionable D.&#160;&#160;&#160; achievable Answer: A Explanation: RACI is an acronym derived from the four key responsibilities most typically used: Responsible, Accountable, Consulted, and Informed. [https://en.wikipedia.org/wiki/Responsibility\\_assignment\\_matrix](https://en.wikipedia.org/wiki/Responsibility_assignment_matrix) NEW QUESTION 3 Which two business activities in Porter's business value chain are primary activities instead of support activities? (Choose two.) A.&#160;&#160;&#160; human resource management B.&#160;&#160;&#160; inbound logistics C.&#160;&#160;&#160; technological development D.&#160;&#160;&#160; marketing and sales E.&#160;&#160;&#160; firm infrastructure Answer: BD Explanation: [https://www.mindtools.com/pages/article/newSTR\\_66.htm](https://www.mindtools.com/pages/article/newSTR_66.htm) NEW QUESTION 4 Which two steps are part of the Seven Elements Framework? (Choose two.) A.&#160;&#160;&#160; know personal history B.&#160;&#160;&#160; relationship C.&#160;&#160;&#160; compromise D.&#160;&#160;&#160; detailed talk track E.&#160;&#160;&#160; options Answer: BE Explanation: <https://www.pon.harvard.edu/tag/seven-elements/> NEW QUESTION 5 With regard to customer journey mapping, which factor has the greatest impact on how a customer feels about an organization? A.&#160;&#160;&#160; moments of truth B.&#160;&#160;&#160; low price guarantee C.&#160;&#160;&#160; best customer service D.&#160;&#160;&#160; ease of doing business Answer: C NEW QUESTION 6 When you write a business proposal, which two types of information must you consider? (Choose two.) A.&#160;&#160;&#160; a business motivation model B.&#160;&#160;&#160; the Seven Elements Framework C.&#160;&#160;&#160; direct and indirect benefits D.&#160;&#160;&#160; risk identification and risk management E.&#160;&#160;&#160; a business model canvas Answer: CD NEW QUESTION 7 Which tool do you use to establish a process for communication planning? A.&#160;&#160;&#160; Value Proposition Canvas B.&#160;&#160;&#160; Seven Elements Framework C.&#160;&#160;&#160; Business System Model D.&#160;&#160;&#160; Business Proposal Answer: B NEW QUESTION 8 Which aspect of a business do KPI measure? A.&#160;&#160;&#160; regulatory compliance B.&#160;&#160;&#160; the key priorities of an organization C.&#160;&#160;&#160; the quality of how an organization performs D.&#160;&#160;&#160; progress against tactical goals Answer: D NEW QUESTION 9 What is an outcome of opportunity validation? A.&#160;&#160;&#160; the value proposition B.&#160;&#160;&#160; the cost structure C.&#160;&#160;&#160; the appropriate personnel to involve D.&#160;&#160;&#160; customer knowledge of the business Answer: C NEW QUESTION 10 Which tool focuses on enabling customers to spend the least amount of time to reach their goal? A.&#160;&#160;&#160; lean consumption model B.&#160;&#160;&#160; lean service management C.&#160;&#160;&#160; culture map D.&#160;&#160;&#160; customer journey map Answer: D NEW QUESTION 11 What are the two best times to create a capability gap analysis? (Choose two.) A.&#160;&#160;&#160; during the Research and Analyze phase of business focus B.&#160;&#160;&#160; during the Develop and verify phase of business focus C.&#160;&#160;&#160; during the Design phase of technical focus D.&#160;&#160;&#160; during the Discover phase of technical focus E.&#160;&#160;&#160; after you complete the BMC Answer: BE NEW QUESTION 12 Which definition of gross profit is true? A.&#160;&#160;&#160; financial consequences of investments and actions B.&#160;&#160;&#160; capital and operating expenditures C.&#160;&#160;&#160; income that remains after considering the cost of goods sold D.&#160;&#160;&#160; administration and sales expenses necessary to run day-to-day operations Answer: C NEW QUESTION 13 ..... Download the newest PassLeader 840-450 dumps from [passleader.com](https://www.passleader.com/840-450.html) now! 100% Pass Guarantee! 840-450 PDF dumps & 840-450 VCE dumps:&#160;<https://www.passleader.com/840-450.html> (80 Q&As) (New Questions Are 100% Available and Wrong Answers Have Been Corrected! Free VCE simulator!) P.S. New 840-450 DTBAD dumps PDF: <https://drive.google.com/open?id=1G2Q9OTJgx7SZcc8Qfe5WMZb6jQZd8qr4>