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NEW QUESTION 1 Which two business model canvas building blocks are relevant to the VPC? (Choose two.) A. cost structure B. value proposition C. resources D. customer segment E. revenue streams Answer: AC

NEW QUESTION 2 What does "A" stand for in the RACI matrix? A. accountable B. appropriate C. actionable D. 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

NEW QUESTION 3 Which two business activities in Porter's business value chain are primary activities instead of support activities? (Choose two.) A. human resource management B. inbound logistics C. technological development D. marketing and sales E. firm infrastructure Answer: BD Explanation: 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. know personal history B. relationship C. compromise D. detailed talk track E. 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. moments of truth B. low price guarantee C. best customer service D. 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. a business motivation model B. the Seven Elements Framework C. direct and indirect benefits D. risk identification and risk management E. a business model canvas Answer: CD

NEW QUESTION 7 Which tool do you use to establish a process for communication planning? A. Value Proposition Canvas B. Seven Elements Framework C. Business System Model D. Business Proposal Answer: B

NEW QUESTION 8 Which aspect of a business do KPI measure? A. regulatory compliance B. the key priorities of an organization C. the quality of how an organization performs D. progress against tactical goals Answer: D

NEW QUESTION 9 What is an outcome of opportunity validation? A. the value proposition B. the cost structure C. the appropriate personnel to involve D. 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. lean consumption model B. lean service management C. culture map D. customer journey map Answer: D

NEW QUESTION 11 What are two the two best times to create a capability gap analysis? (Choose two.) A. during the Research and Analyze phase of business focus B. during the Develop and verify phase of business focus C. during the Design phase of technical focus D. during the Discover phase of technical focus E. after you complete the BMC Answer: BE

NEW QUESTION 12 Which definition of gross profit is true? A. financial consequences of investments and actions B. capital and operating expenditures C. income that remains after considering the cost of goods sold D. administration and sales expenses necessary to run day-to-day operations Answer: C

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