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ITIL Practitioner

Version 1.0

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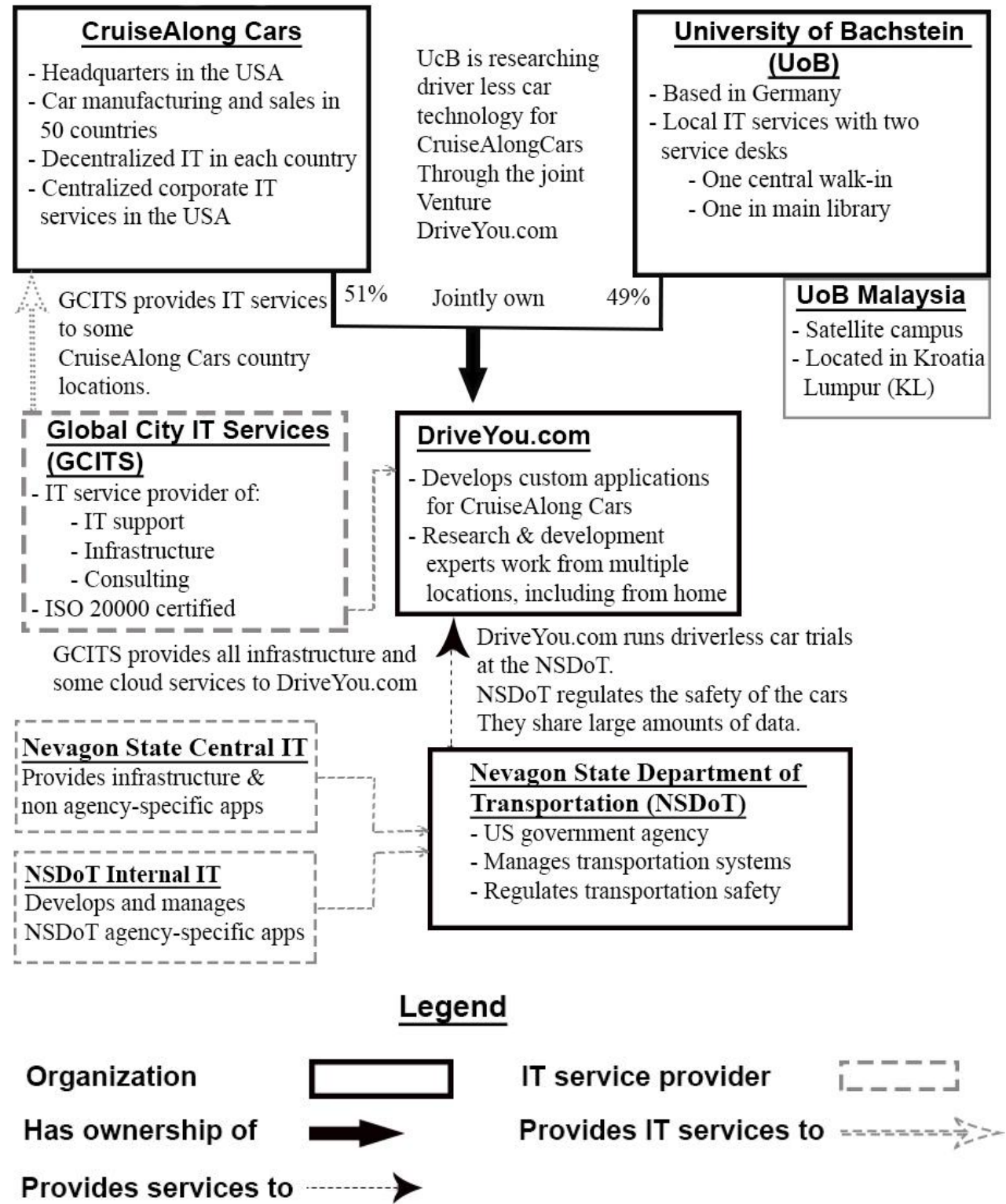
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Exam A

QUESTION 1

See the Scenario for additional information.

Scenario:
(Note: The companies and people within the scenario are fictional)



CruiseAlong Cars

CruiseAlong Cars is a car manufacturing and sales company with corporate headquarters in the United States of America. It has grown by acquisition over the last 20 years and has operations in over 50 countries.

Each country has its own IT organization, with some central corporate IT services provided by the US parent company. In some countries CruiseAlong Cars has outsourced infrastructure and service desks. The largest IT supplier is Global City IT Services (GCITS). In two countries GCITS provides CruiseAlong Cars with full outsourced services. They also provide selected services in other countries.

Some of the issues that CruiseAlong Cars needs to address include:

- Inefficiencies caused by the current IT structure
- Inconsistency of IT services when employees are travelling

CruiseAlong Cars is working with a European university (the University of Bachstein) to research and develop driverless car technology. The venture operates as an independent company called DriveYou.com, and CruiseAlong Cars owns a 51% share.

DriveYou.com

This is a small, innovative company, that is jointly owned by CruiseAlong Cars and the University of Bachstein (UoB). DriveYou.com develops custom applications using a highly collaborative, rapid and iterative development approach. Their employees are mostly research and development experts, working from multiple locations, with a significant number working from home. Initial driverless car testing is being conducted in the US at the Nevegon State Department of Transportation.

Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
- Compliance with safety and other regulatory requirements.

University of Bachstein (UoB)

The UoB is a university that is based Germany, with a satellite campus in Kuala Lumpur, Malaysia. In the past, some IT services were funded and run centrally, and some were funded and run independently by each faculty. Centrally owned services include a ‘walk-in’ service desk, plus a separate service desk in the main library, run by library staff. Library services and IT are both part of the university’s administrative services division. Recently, under a new CIO, there has been a drive to centralize and consolidate IT as a corporate function, although this has not been fully achieved.

The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

- Complete the centralization and consolidation of IT
- Manage growth and increasing IT demand
- Demonstrate value through competitive, responsive and transparent services

Global City Services (GCITS)

GCITS is a global service provider which has grown through acquisition and which offers a wide range of services, including IT support, infrastructure and consulting. GCITS has mature and efficient IT service management processes, and holds an ISO/IEC 20000 certification.

GCITS provides the entire infrastructure and some cloud services for DriveYou.com, as well as a range of services in different countries to CruiseAlong Cars.

Some of the issues that GCITS needs to address include:

- Succeed in establishing a strategic partnership with CruiseAlong Cars

Nevagon State Department of Transportation (NSDoT)

NSDot is a government agency in the US state of Nevagon, where DriveYou.com is running their trials. It is responsible for managing transportation systems and safety. DriveYou.com must work with the agency to ensure that their trials comply with safety regulations, and the program includes bi0directional sharing of large amounts of data.

The NSDoT’s internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

CruiseAlong Cars central IT organization wants to implement a new ITSM toolset to replace their outdated system. The new ITSM toolset will be used by all CruiseAlong Cars’ IT departments and their service desks. The business case for the improvement has not been made yet. This could include financial contribution from various countries. The overall goal of the initiative is to achieve efficiencies and cost reductions through the centralization of processes and data for reporting across country-based IT departments.

CruiseAlong Cars' CIO recognizes that they must adopt an approach that focuses on service, and adapt ITIL best practices to achieve value from the processes that are underpinned by the new toolset.

What is the BEST way for best practice to be adapted to achieve the project goals?

- A. Utilize the process flows already available in the ITSM toolset because this requires least rework and is the lowest cost option.
- B. Use the best of the current processes from each country because costs will be reduced if the same solution is accepted by all of them.
- C. Utilize the ITIL guidance as a framework for the new processes because this will improve support and achieve cost reduction.
- D. Replace all current processes with fully ITIL aligned versions because this will allow easy automation to cut costs.

Correct Answer: C

Section: (none)

Explanation

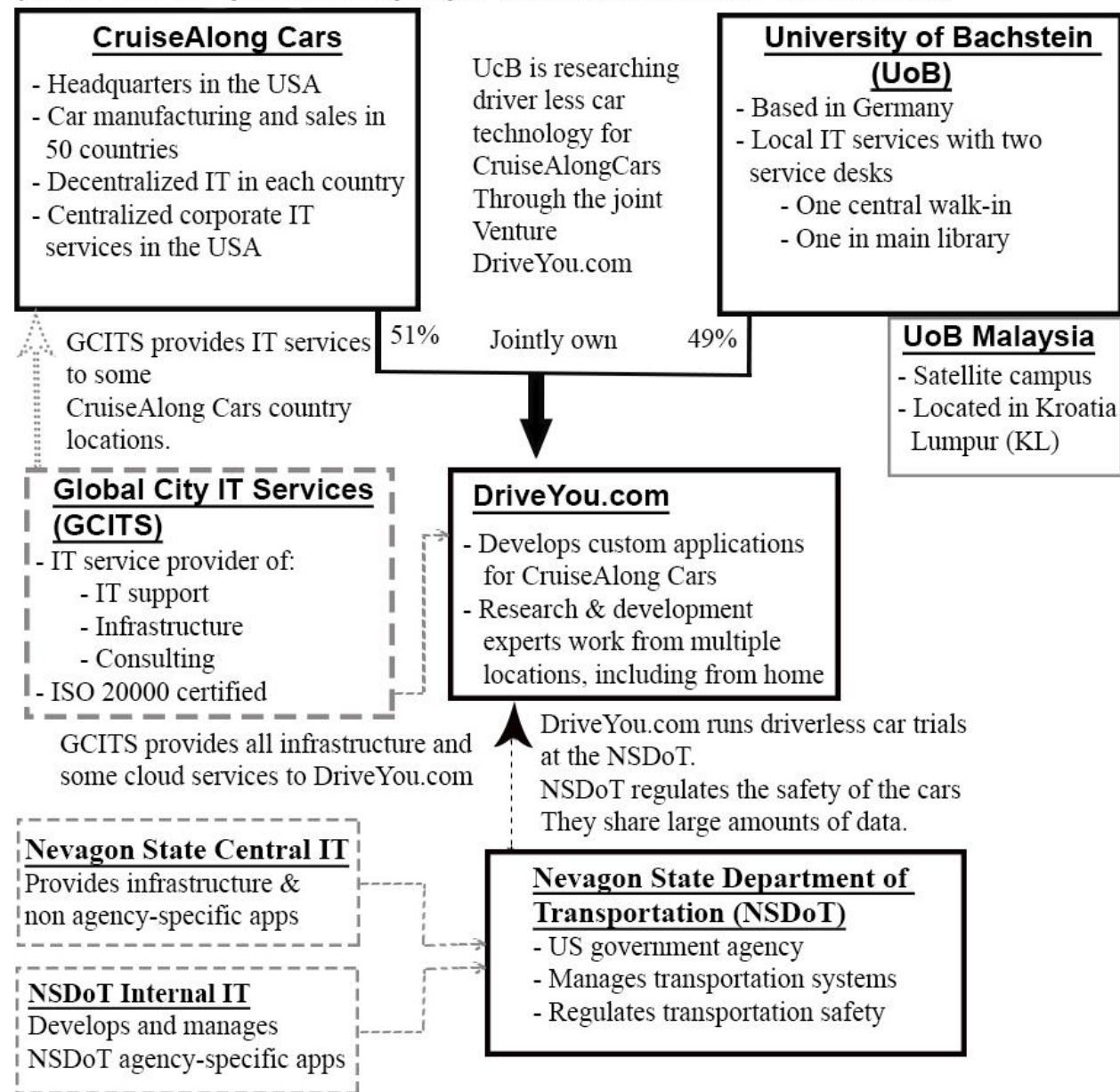
Explanation/Reference:

QUESTION 2

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Legend



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Which benefit is the MOST important to include in the business case for this improvement and why?

- A lower risk of overspending the IT budget, because this is aligned with the goal of the improvement.
- Fewer breaches of agreed service levels, because this will lead to improved business unit satisfaction.

- C. Provision of shared funding from many countries, because this will lead to improved business unit satisfaction.
- D. A reduction in the cost of service desks, because this is aligned with the goal of the improvement.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 3

The project manager is writing a business case for the improvement. This business case explains how following the CSI approach will contribute to the improvement work.

Which is a correct description of the purpose of a CSI step in this improvement work?

- A. "Where are we now?" will document process issues that need to be resolved.
- B. 'How do we get there?' will specify the objectives and business case for the project.
- C. 'What is the vision?' will identify the best ITSM software tool to use.
- D. 'Did we get there?' will define measurable steps for the project.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

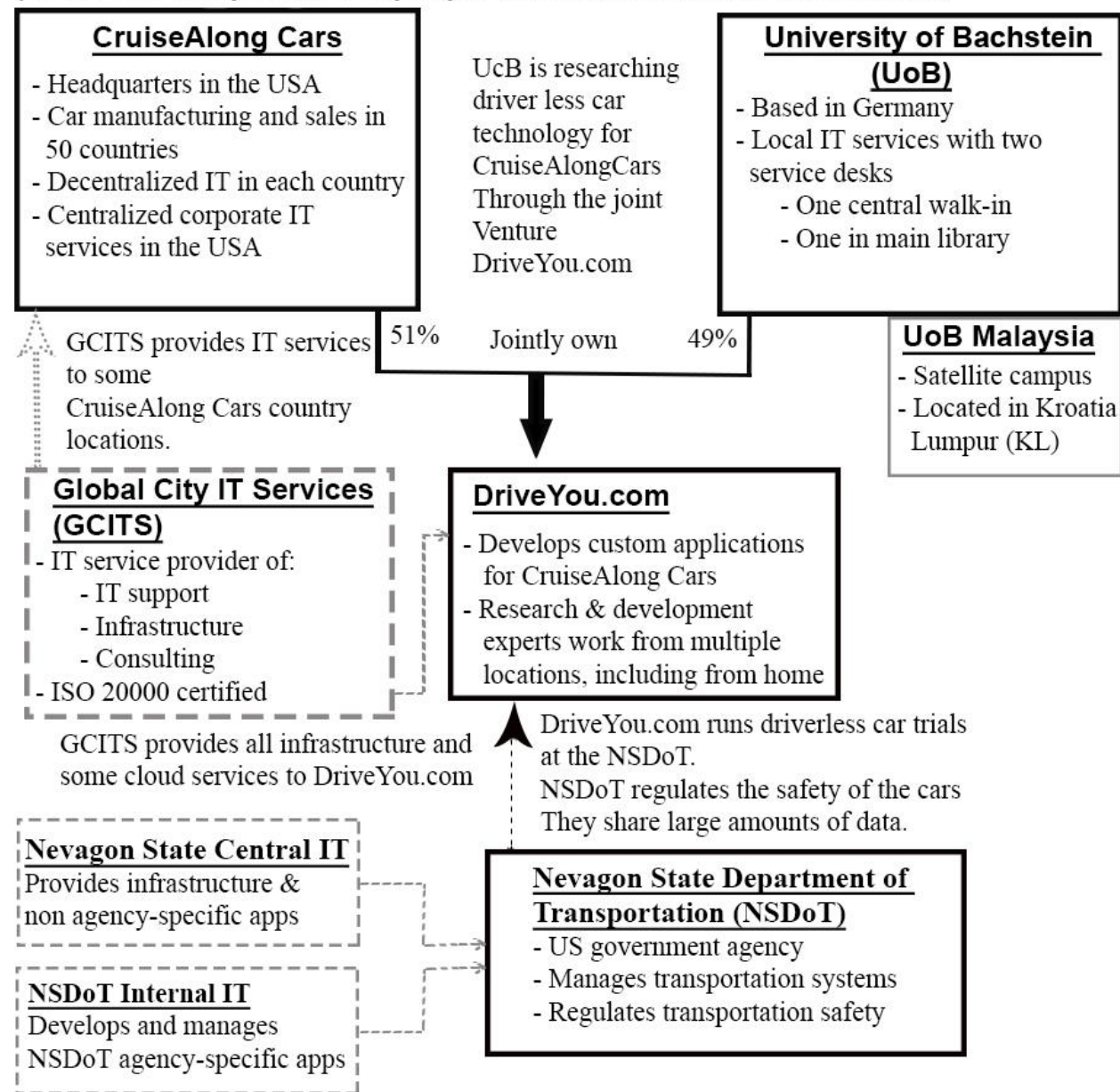
Reference: https://wiki.en.it-processmaps.com/index.php/ITIL_CSI_-_Continual_Service_Improvements

QUESTION 4

See the Scenario for additional information.

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As part of building business case, the benefits realization templates has been partially filled in to help with the next steps of the CSI approach.

Which row of information BEST supports the business case?

A. Key stakeholders: Central IT CIO Selected country CIOs

Baseline value: Time taken to produce weekly reports = 1 day
Expected result: Time taken to produce weekly reports = 0.5 day

- B. Key stakeholders: Central IT CIO All country CIOs
Baseline value: Number of incorrectly categorized incidents per month = 50
Expected result: Number of incorrectly categorized incidents per month = 30
- C. Key stakeholders: Central IT CIO Selected country CIOs
Baseline value: Total IT headcount = 470
Expected result: Total IT headcount = 500
- D. Key stakeholders: Central IT CIO All country CIOs
Baseline value: Average cost per incident = \$12.50
Expected result: Average cost per incident = \$9.00

Correct Answer: D

Section: (none)

Explanation

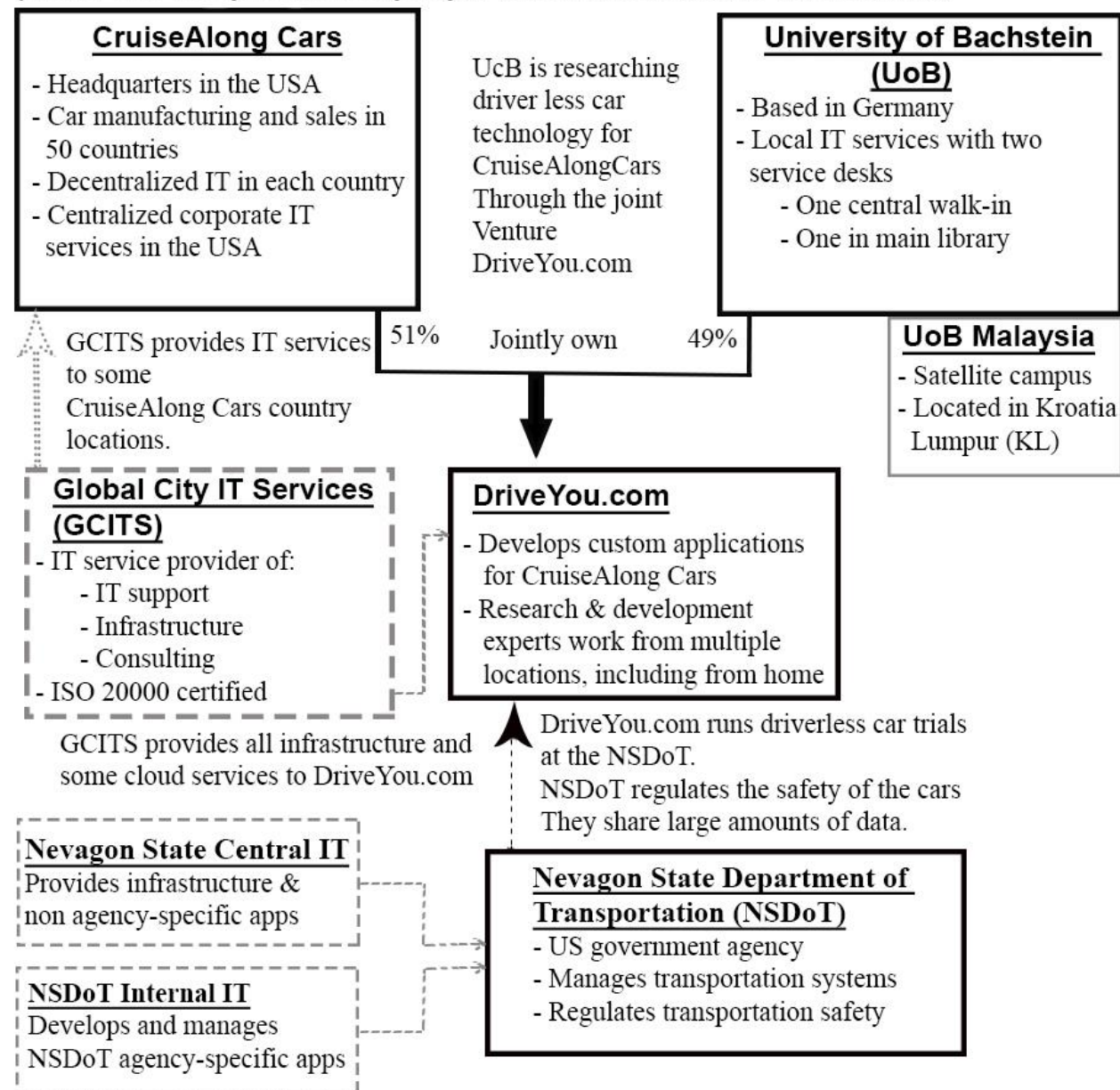
Explanation/Reference:

QUESTION 5

See the Scenario for additional information.

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Legend



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The business case for a new ITSM toolset has been approved. The project manager will soon start the detailed planning.

What is the BEST way to communicate with key stakeholders, and at which step of the CSI approach?

A. During ‘where are we now?’ send an email to all IT country organizations describing the benefits of the project and inviting them to contribute.

- B. During 'where are we now?' send an email to a selection of IT country organizations, requesting their involvement in the project.
- C. During 'where do we want to be?' send an email to all IT country organizations describing the benefits of the project and inviting them to contribute.
- D. During 'where do we want to be?' send an email selection of IT country organizations, requesting their involvement in the project.

Correct Answer: B

Section: (none)

Explanation

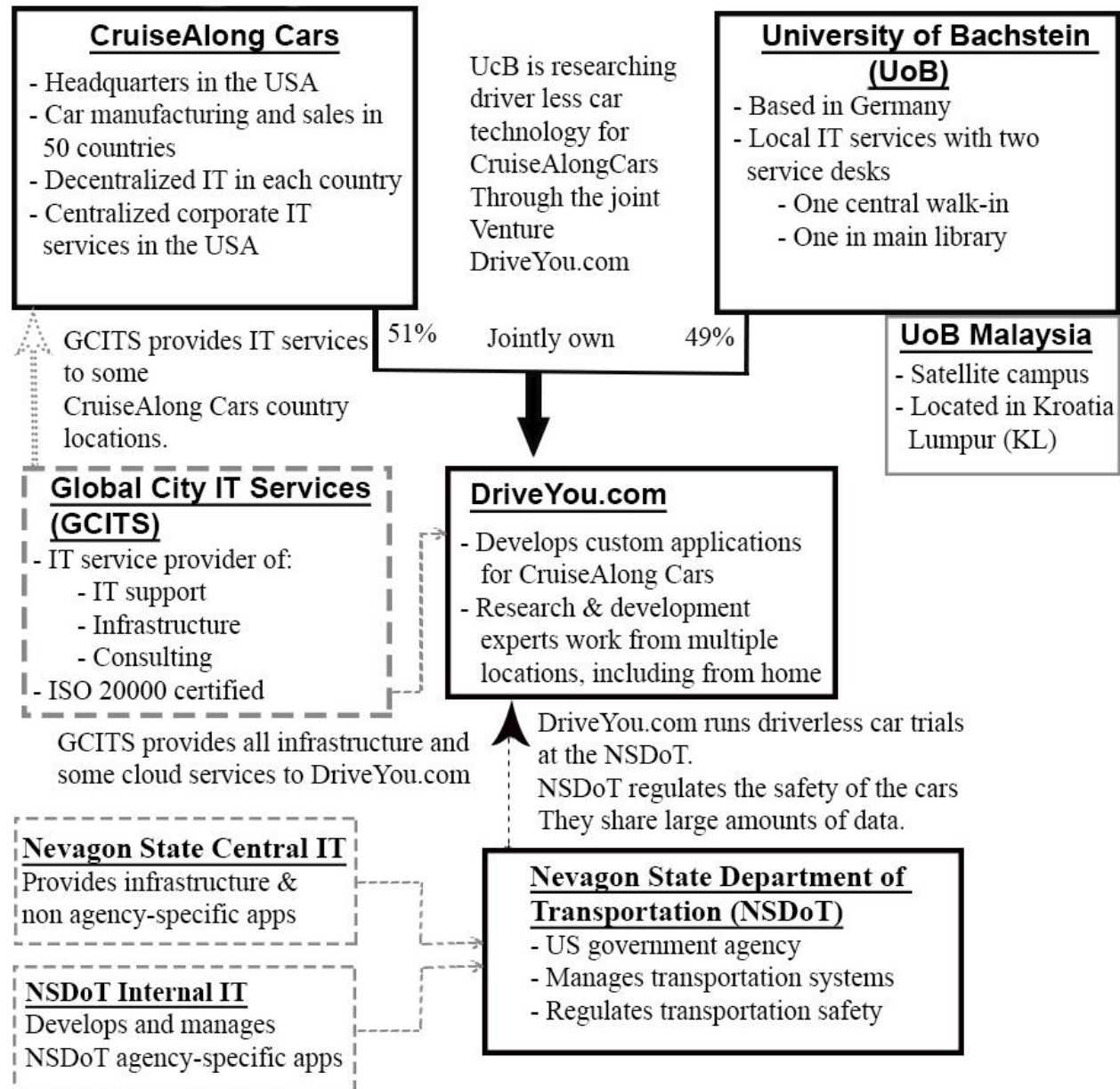
Explanation/Reference:

QUESTION 6

See the Scenario for additional information.

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What is the BEST way to follow the guiding principle '*observe directly*' when defining the requirements for the new consolidated ITSM toolset?

- A. Hold a workshop with IT support staff and business process owners in all countries.
- B. Hold a workshop with a representative group of IT support staff and business management.
- C. Visit a representative group of IT management and IT support staff.
- D. Visit senior IT management and business management in all countries.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 7

What is organizational change management (OCM) MOST likely to contribute to in an organization?

- A. The knowledge required to support the adoption of new technology platforms.
- B. Cultural changes required as a result of adopting new business processes.
- C. Standard changes that are made to IT service assets and configuration items.
- D. The development of underpinning processes for a change management standard.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://searchcio.techtarget.com/definition/organizational-change-management-OCM>

QUESTION 8

A number of service desk staff do not like the planned improvements and have offered alternative solutions. The project manager has decided to involve them in the design and review process.

This is an example of using which tactic?

- A. Prioritize the change against other changes.
- B. Be open and honest.
- C. Create and communicate quick wins.
- D. Resistance is not always necessarily negative.

Correct Answer: D

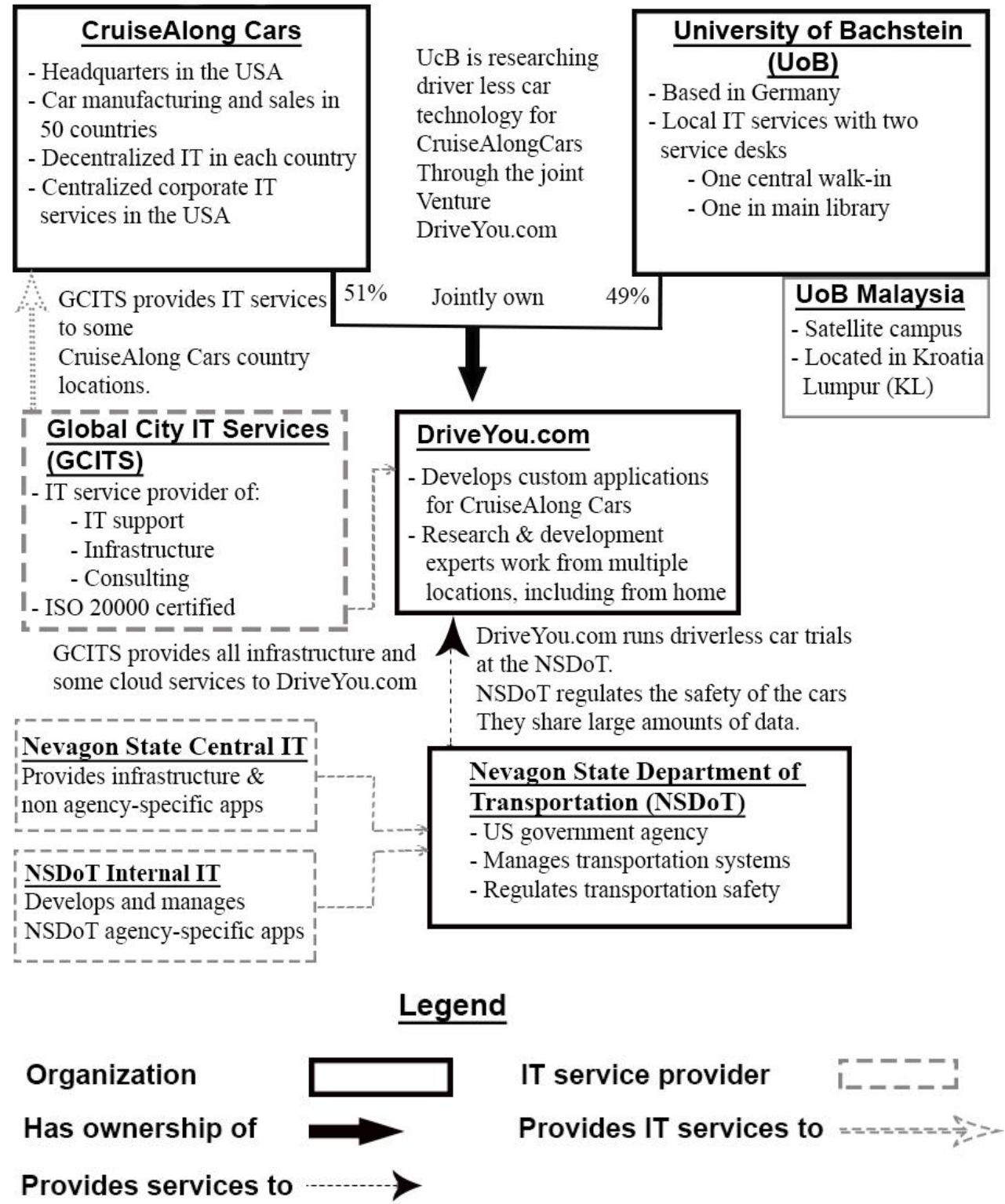
Section: (none)

Explanation

Explanation/Reference:

QUESTION 9
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The NSDOT's internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevada State central IT department.

GCITS will create a new 'global mobile VIP service' for CruiseAlong Cars senior executives, which will give them access to corporate IT services from mobile devices, from any location. The new service will be delivered by the existing GCITS centralized service desk. It will include 24/7 support, and reported incidents and requests will be treated as a high priority.

GCITS has subcontracted global mobile network access to Mobilwork, an international telecom provider.

Effective and efficient escalation of incidents will be crucial to the success of the global mobile VIP service. Staff in GCITS, CruiseAlong Cars and Mobilwork could be involved in escalation.

Which is the BEST tool to use, and to whom will it be provided?

- A. A RACI model authority matrix, provided to the project manager when approving the design costs.
- B. A stakeholder map, provided to the project manager when approving the design costs.
- C. A RACI model authority matrix, provided to the service desk during deployment.
- D. A stakeholder map, provided to the service desk during deployment.

Correct Answer: C

Section: (none)

Explanation

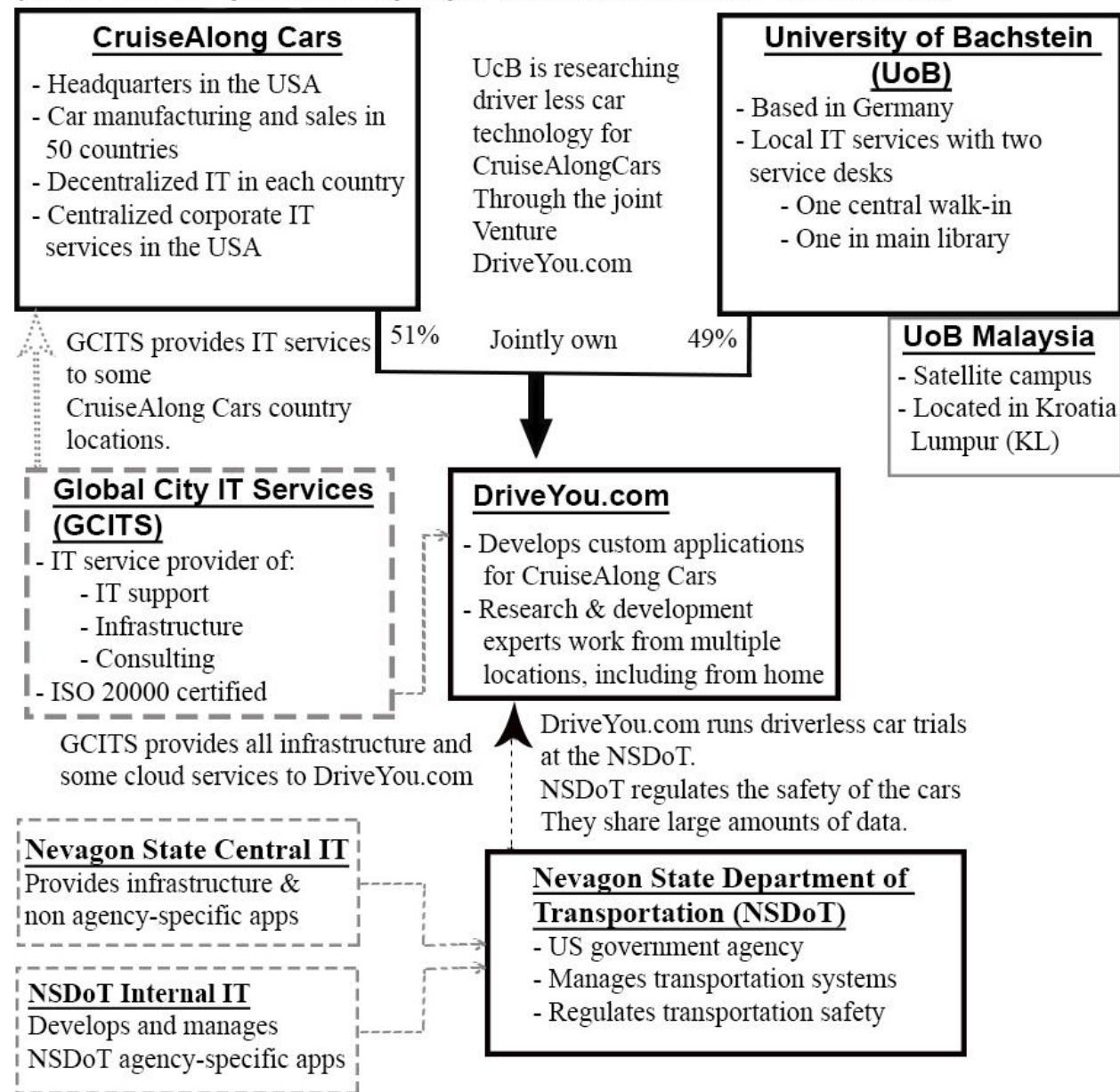
Explanation/Reference:

QUESTION 10

See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



Legend



CruiseAlong Cars

CruiseAlong Cars is a car manufacturing and sales company with corporate headquarters in the United States of America. It has grown by acquisition over the last 20 years and has operations in over 50 countries.

Each country has its own IT organization, with some central corporate IT services provided by the US parent company. In some countries CruiseAlong Cars has outsourced infrastructure and service desks. The largest IT supplier is Global City IT Services (GCITS). In two countries GCITS provides CruiseAlong Cars with full outsourced services. They also provide selected services in other countries.

Some of the issues that CruiseAlong Cars needs to address include:

- Inefficiencies caused by the current IT structure
- Inconsistency of IT services when employees are travelling

CruiseAlong Cars is working with a European university (the University of Bachstein) to research and develop driverless car technology. The venture operates as an independent company called DriveYou.com, and CruiseAlong Cars owns a 51% share.

DriveYou.com

This is a small, innovative company, that is jointly owned by CruiseAlong Cars and the University of Bachstein (UoB). DriveYou.com develops custom applications using a highly collaborative, rapid and iterative development approach. Their employees are mostly research and development experts, working from multiple locations, with a significant number working from home. Initial driverless car testing is being conducted in the US at the Nevegon State Department of Transportation.

Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
- Compliance with safety and other regulatory requirements.

University of Bachstein (UoB)

The UoB is a university that is based Germany, with a satellite campus in Kuala Lumpur, Malaysia. In the past, some IT services were funded and run centrally, and some were funded and run independently by each faculty. Centrally owned services include a ‘walk-in’ service desk, plus a separate service desk in the main library, run by library staff. Library services and IT are both part of the university’s administrative services division. Recently, under a new CIO, there has been a drive to centralize and consolidate IT as a corporate function, although this has not been fully achieved.

The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

- Complete the centralization and consolidation of IT
- Manage growth and increasing IT demand
- Demonstrate value through competitive, responsive and transparent services

Global City Services (GCITS)

GCITS is a global service provider which has grown through acquisition and which offers a wide range of services, including IT support, infrastructure and consulting. GCITS has mature and efficient IT service management processes, and holds an ISO/IEC 20000 certification.

GCITS provides the entire infrastructure and some cloud services for DriveYou.com, as well as a range of services in different countries to CruiseAlong Cars.

Some of the issues that GCITS needs to address include:

- Succeed in establishing a strategic partnership with CruiseAlong Cars

Nevagon State Department of Transportation (NSDoT)

NSDot is a government agency in the US state of Nevagon, where DriveYou.com is running their trials. It is responsible for managing transportation systems and safety. DriveYou.com must work with the agency to ensure that their trials comply with safety regulations, and the program includes bi0directional sharing of large amounts of data.

The NSDoT’s internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

GCITS will create a new ‘global mobile VIP service’ for CruiseAlong Cars senior executives, which will give them access to corporate IT services from mobile devices, from any location. The new service will be delivered by the existing GCITS centralized service desk. It will include 24/7 support, and reported incidents and requests will be treated as a high priority.

GCITS has subcontracted global mobile network access to Mobilwork, an international telecom provider.

Which two rows show the CORRECT use of OCM techniques in the global mobile VIP project?

	CSI step	OCM Technique	Key Stakeholder
1	<i>What is the vision?</i>	Sponsor management	GCITS Senior executives
2	<i>Where are we now?</i>	Training needs analysis	Mobilwork staff
3	<i>Where do we want to be?</i>	Identity resistance	GCITS staff
4	<i>How do we keep the momentum going?</i>	Reinforcement	GCITS Service desk staff

- A. 1 and 2.
- B. 2 and 3.
- C. 3 and 4.
- D. 1 and 4.

Correct Answer: D

Section: (none)

Explanation

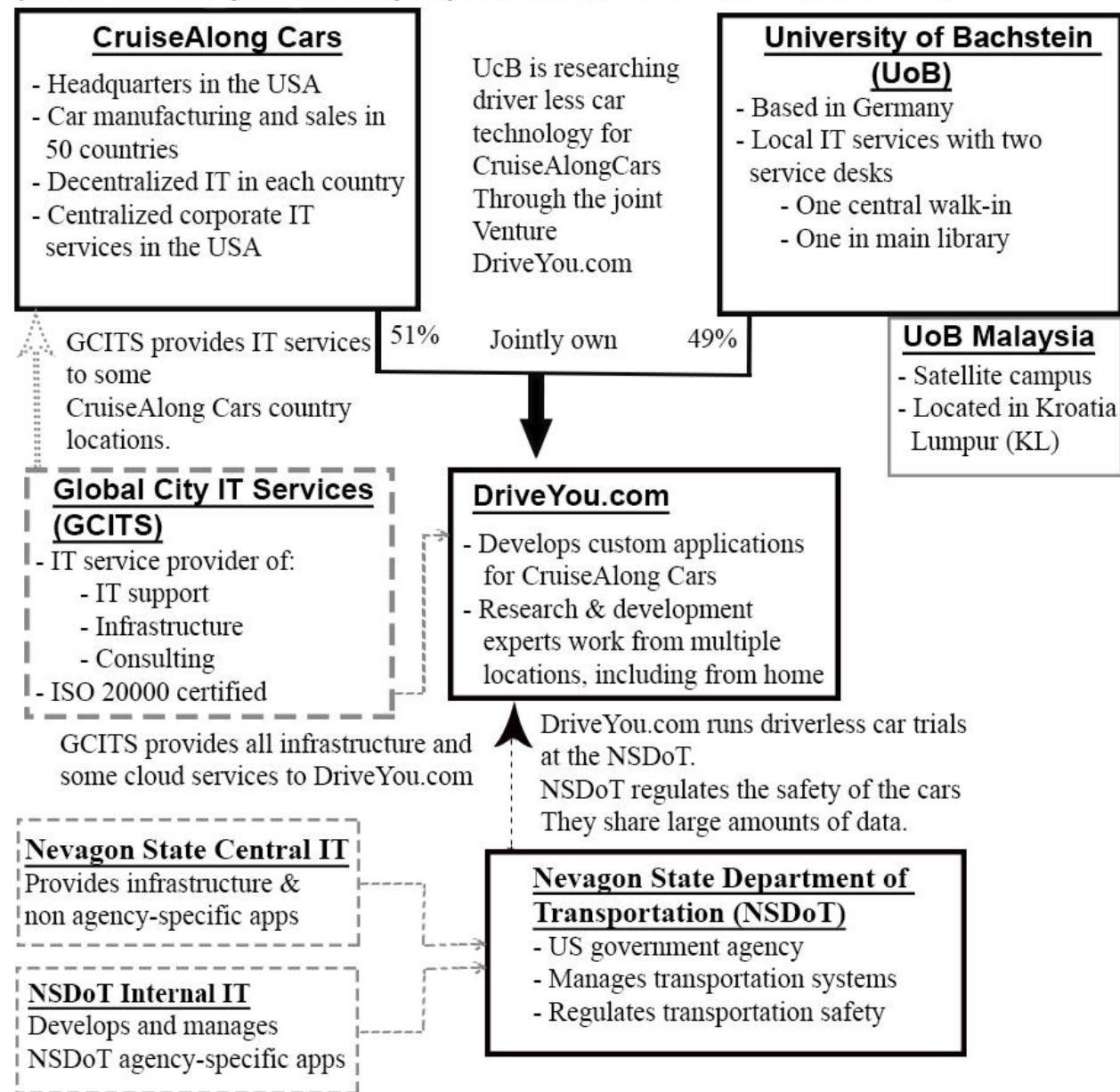
Explanation/Reference:

QUESTION 11

See the Scenario for additional information.

Scenario:

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Legend



CruiseAlong Cars

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Some of the issues that CruiseAlong Cars needs to address include:

- Inefficiencies caused by the current IT structure
- Inconsistency of IT services when employees are travelling

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Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
- Compliance with safety and other regulatory requirements.

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The UoB is a university that is based Germany, with a satellite campus in Kuala Lumpur, Malaysia. In the past, some IT services were funded and run centrally, and some were funded and run independently by each faculty. Centrally owned services include a ‘walk-in’ service desk, plus a separate service desk in the main library, run by library staff. Library services and IT are both part of the university’s administrative services division. Recently, under a new CIO, there has been a drive to centralize and consolidate IT as a corporate function, although this has not been fully achieved.

The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

- Complete the centralization and consolidation of IT
- Manage growth and increasing IT demand
- Demonstrate value through competitive, responsive and transparent services

Global City Services (GCITS)

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GCITS provides the entire infrastructure and some cloud services for DriveYou.com, as well as a range of services in different countries to CruiseAlong Cars.

Some of the issues that GCITS needs to address include:

- Succeed in establishing a strategic partnership with CruiseAlong Cars

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GCITS has subcontracted global mobile network access to Mobilwork, an international telecom provider.

During the ‘how do we get there? Step, a plan will be created for implementing changes to the service desk procedures. Some issues with the service desk staff are anticipated.

Which OCM activity is the BEST to address the relevant service desk issue?

	Service desk issue	OCM activity
a)	Inconsistent engagement in the project	Create a plan for regular measurement and reporting
b)	Poorly defined roles and responsibilities for the new procedures	Conduct a training needs analysis
c)	Resistance to using the new procedures	Invite users to share success stories
d)	Lack of training for the new service and procedures	Implement a staff reward scheme

- A. Service desk issue: Inconsistent engagement in the project
OCM activity: Create a plan for regular measurement and reporting
- B. Service desk issue: Poorly defined roles and responsibilities for the new procedures
OCM activity: Conduct a training needs analysis
- C. Service desk issue: Resistance to using new procedures
OCM activity: Invite users to share success stories
- D. Service desk issue: Lack of training for the new service and procedures
OCM activity: Implement a staff reward scheme

Correct Answer: A

Section: (none)

Explanation

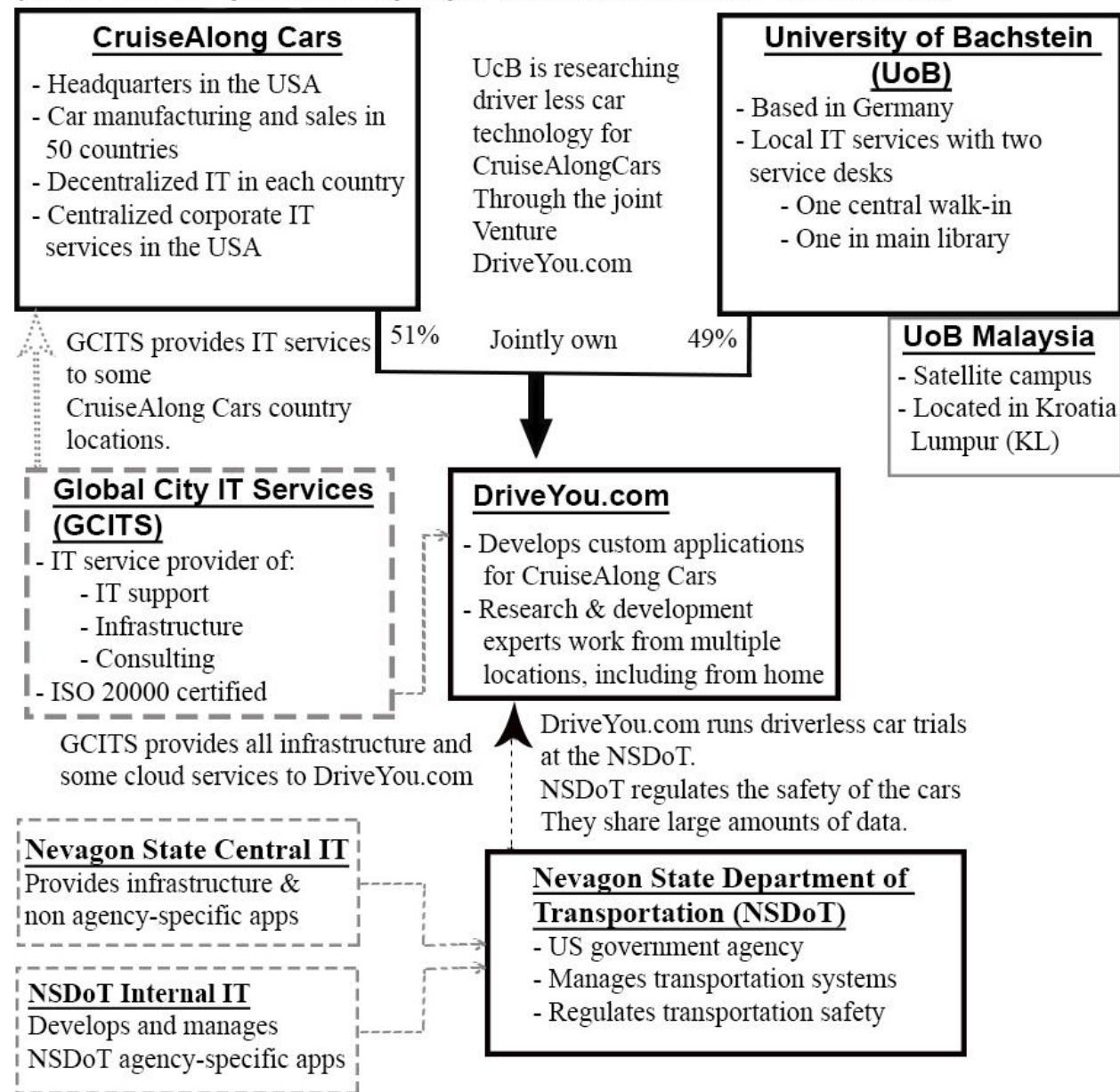
Explanation/Reference:

QUESTION 12

See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



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Some of the issues that CruiseAlong Cars needs to address include:

- Inefficiencies caused by the current IT structure
- Inconsistency of IT services when employees are travelling

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Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
- Compliance with safety and other regulatory requirements.

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The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

- Complete the centralization and consolidation of IT
- Manage growth and increasing IT demand
- Demonstrate value through competitive, responsive and transparent services

Global City Services (GCITS)

GCITS is a global service provider which has grown through acquisition and which offers a wide range of services, including IT support, infrastructure and consulting. GCITS has mature and efficient IT service management processes, and holds an ISO/IEC 20000 certification.

GCITS provides the entire infrastructure and some cloud services for DriveYou.com, as well as a range of services in different countries to CruiseAlong Cars.

Some of the issues that GCITS needs to address include:

- Succeed in establishing a strategic partnership with CruiseAlong Cars

Nevagon State Department of Transportation (NSDoT)

NSDot is a government agency in the US state of Nevagon, where DriveYou.com is running their trials. It is responsible for managing transportation systems and safety. DriveYou.com must work with the agency to ensure that their trials comply with safety regulations, and the program includes bi0directional sharing of large amounts of data.

The NSDoT’s internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

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GCITS has subcontracted global mobile network access to Mobilwork, an international telecom provider.

During the ‘*how do we keep the momentum going?*’ step of the CSI approach, the service desk manager has become aware that some service desk staff are using the old working practices. This is affecting the service to the VIPs.

Which is the BEST way to apply the guiding principles in this case?

- Design for experience by engaging with the VIPs to identify improvements to the service.
- Collaborate with the service desk staff to design improvements to the new processes.
- Be transparent and explain that non-compliance to procedures will lead to disciplinary action.
- Observe directly in order to understand who is not using the new procedures and why.

Correct Answer: D

Section: (none)

Explanation

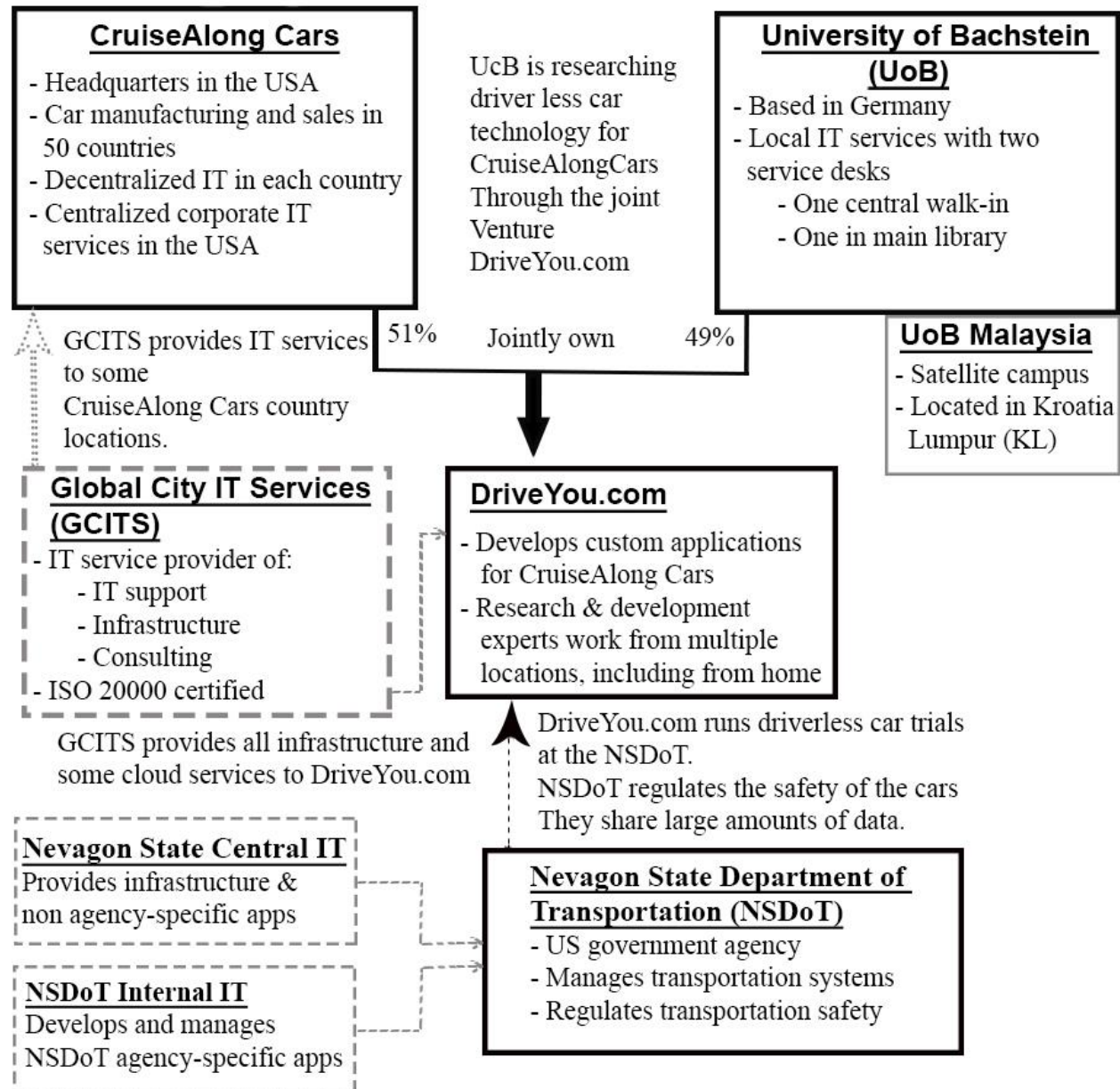
Explanation/Reference:

QUESTION 13

See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



Legend



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Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
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The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

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- Demonstrate value through competitive, responsive and transparent services

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Some of the issues that GCITS needs to address include:

- Succeed in establishing a strategic partnership with CruiseAlong Cars

Nevagon State Department of Transportation (NSDoT)

NSDot is a government agency in the US state of Nevagon, where DriveYou.com is running their trials. It is responsible for managing transportation systems and safety. DriveYou.com must work with the agency to ensure that their trials comply with safety regulations, and the program includes bi0directional sharing of large amounts of data.

The NSDoT's internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

CruiseAlong Cars is planning to improve the provision and support of IT services for senior executives who travel. They will deploy new mobile technology to enhance the user experience. They will also improve the incident management and request fulfilment processes and standardize these across service desks.

They are taking an iterative approach and have released the first iteration of improvements. A project manager has been appointed for this improvement initiative.

The project manager is trying to understand the current level of service provided to senior executives.

Which is an example of a CSF for the 'customer' quadrant of the balanced scorecard?

- A. Customer satisfaction with operational services.
- B. Ability to respond rapidly to customer demand for change.
- C. Stability and availability of services delivered to customers.
- D. Ability to resolve customer incidents quickly and effectively.

Correct Answer: C

Section: (none)

Explanation

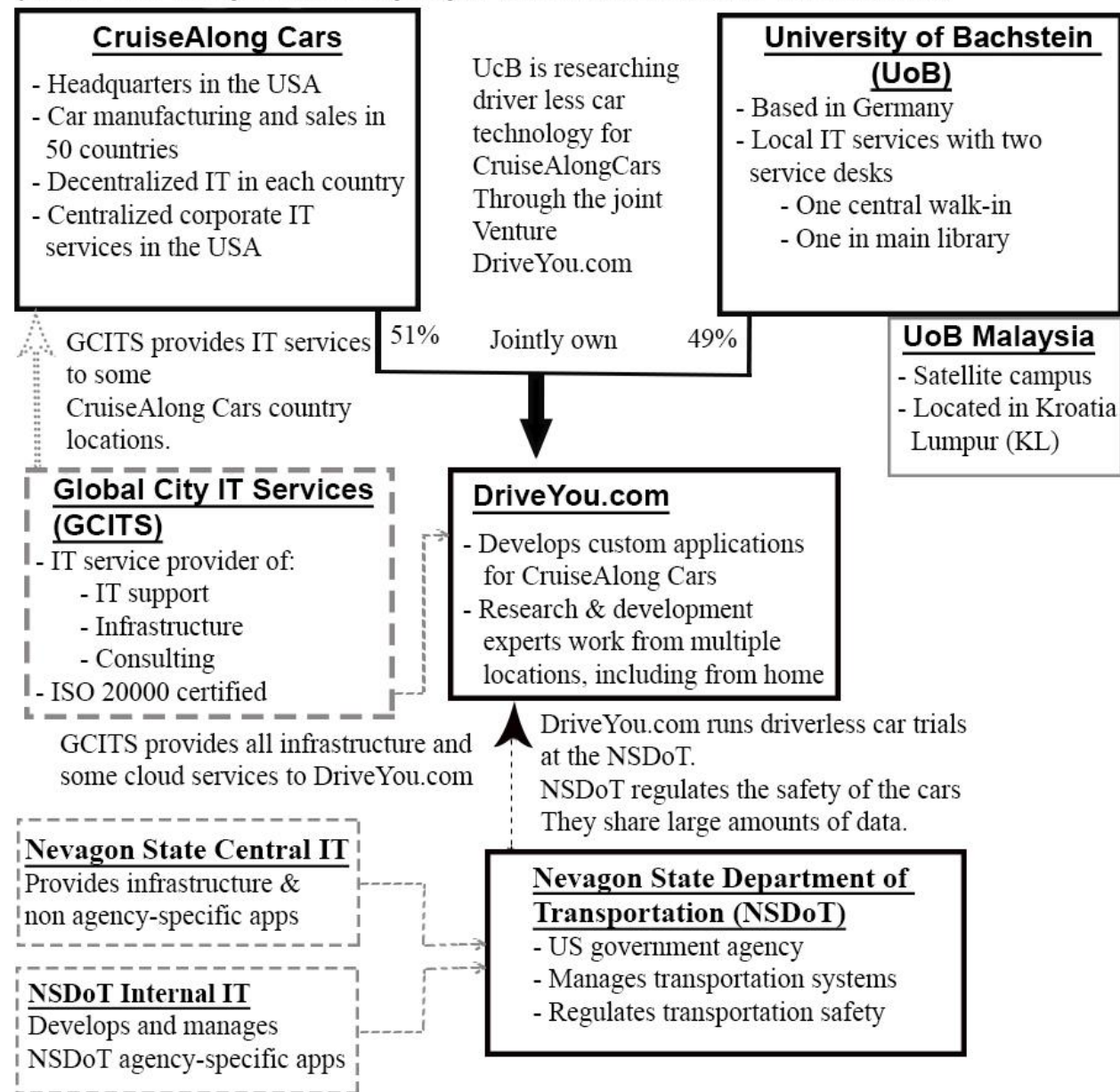
Explanation/Reference:

QUESTION 14

See the Scenario for additional information.

Scenario:

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CruiseAlong Cars

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Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
- Compliance with safety and other regulatory requirements.

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The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

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CruiseAlong Cars is planning to improve the provision and support of IT services for senior executives who travel. They will deploy new mobile technology to enhance the user experience. They will also improve the incident management and request fulfilment processes and standardize these across service desks.

They are taking an iterative approach and have released the first iteration of improvements. A project manager has been appointed for this improvement initiative.

One CSF for the project is to provide an improved service to senior executives.

Which two KPIs are BEST to underpin this CSF?

	KPIs
1	Increased end-to-end availability of the new mobile technology
2	Improved senior executive satisfaction at incident closure
3	Reduction in costs for the provision of mobile services
4	Improved availability of servers within the data centre

- A. 1 and 2.
- B. 2 and 3.
- C. 3 and 4.
- D. 1 and 4.

Correct Answer: A

Section: (none)

Explanation

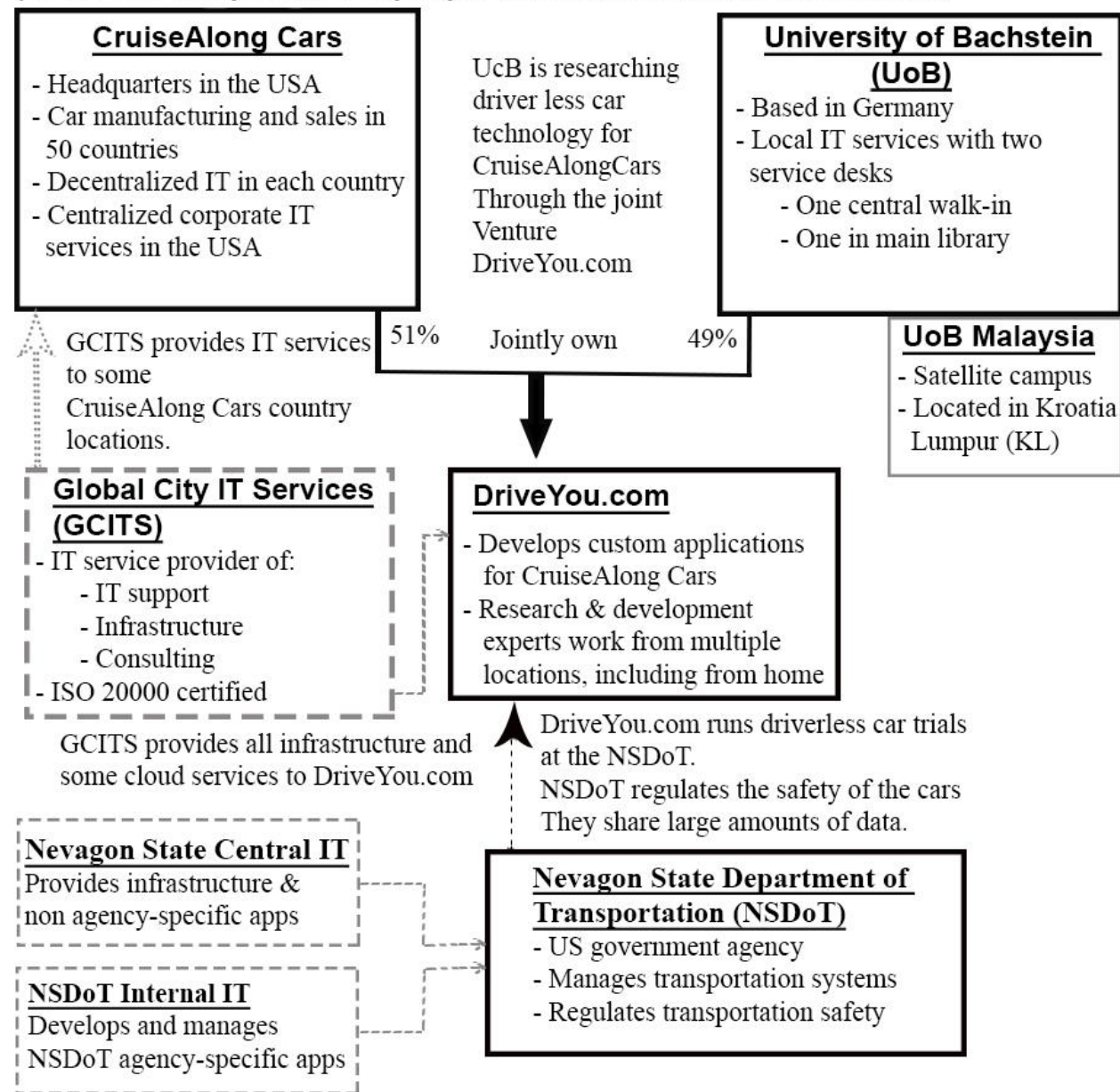
Explanation/Reference:

QUESTION 15

See the Scenario for additional information.

Scenario:

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Legend



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Some of the issues that DriveYou.com needs to address include:

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Some of the issues that the UoB needs to address include:

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They are taking an iterative approach and have released the first iteration of improvements. A project manager has been appointed for this improvement initiative.

The project manager is creating a set of metrics to measure the service provided to senior executives once the improvements have been made. There must be a balance of technology, process and service metrics.

	Metric
1	Average number of incidents resolved per agent per day
2	% of time that mobile users can send and receive emails
3	% availability of mobile access servers
4	Average cost of resolving incidents
5	Mean time between failure of mobile devices
6	Length of time to provide senior executives with new mobile device

Which set of metrics provides a suitable balance?

- A. 1, 3 and 4.
- B. 1, 5 and 6.
- C. 2, 3 and 5
- D. 2, 4 and 6

Correct Answer: C

Section: (none)

Explanation

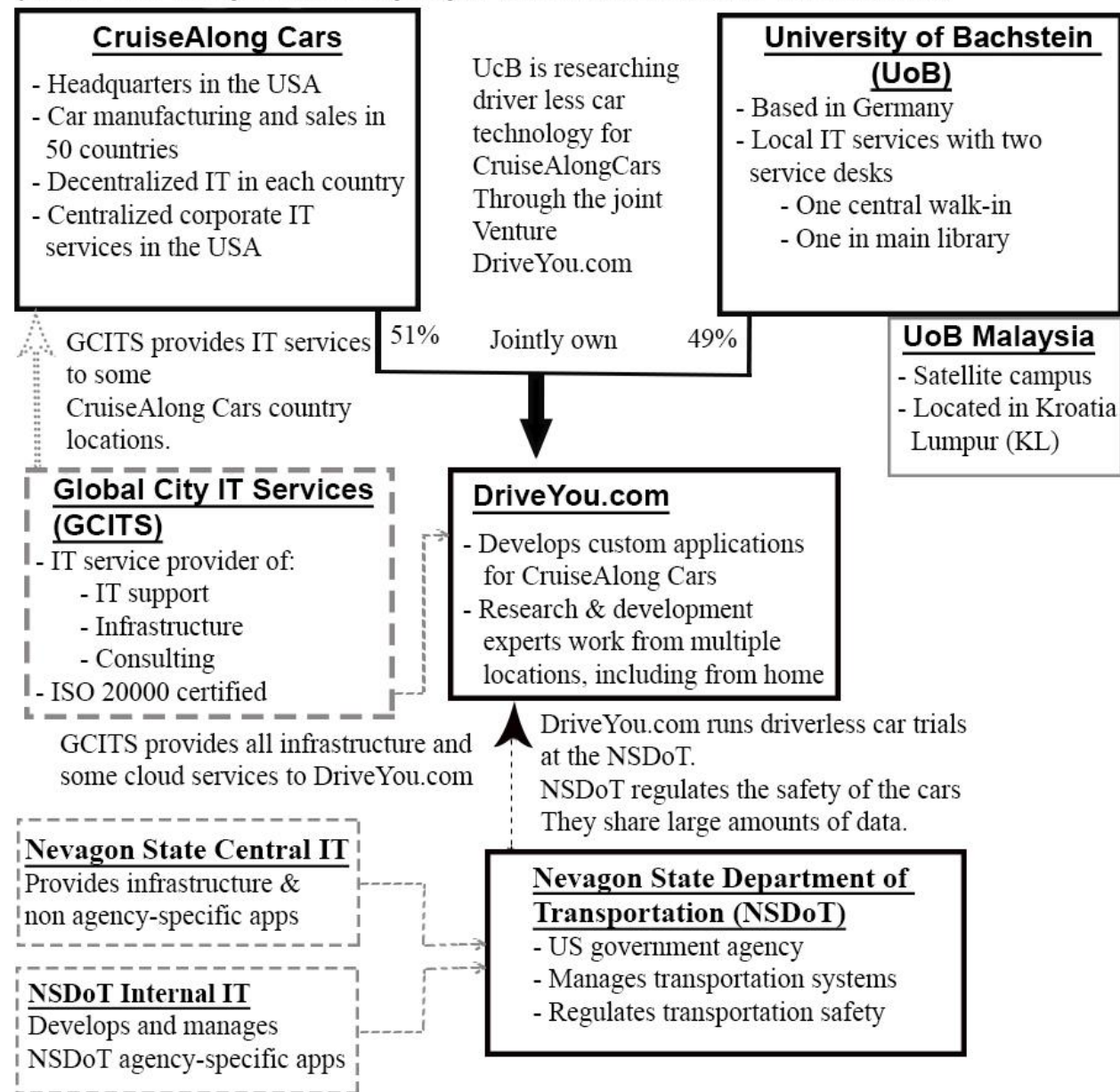
Explanation/Reference:

QUESTION 16

See the Scenario for additional information.

Scenario:

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Legend



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- Better structure and accountability around their work practices
- Compliance with safety and other regulatory requirements.

University of Bachstein (UoB)

The UoB is a university that is based Germany, with a satellite campus in Kuala Lumpur, Malaysia. In the past, some IT services were funded and run centrally, and some were funded and run independently by each faculty. Centrally owned services include a 'walk-in' service desk, plus a separate service desk in the main library, run by library staff. Library services and IT are both part of the university's administrative services division. Recently, under a new CIO, there has been a drive to centralize and consolidate IT as a corporate function, although this has not been fully achieved.

The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

- Complete the centralization and consolidation of IT
- Manage growth and increasing IT demand
- Demonstrate value through competitive, responsive and transparent services

Global City Services (GCITS)

GCITS is a global service provider which has grown through acquisition and which offers a wide range of services, including IT support, infrastructure and consulting. GCITS has mature and efficient IT service management processes, and holds an ISO/IEC 20000 certification.

GCITS provides the entire infrastructure and some cloud services for DriveYou.com, as well as a range of services in different countries to CruiseAlong Cars.

Some of the issues that GCITS needs to address include:

- Succeed in establishing a strategic partnership with CruiseAlong Cars

Nevagon State Department of Transportation (NSDoT)

NSDot is a government agency in the US state of Nevagon, where DriveYou.com is running their trials. It is responsible for managing transportation systems and safety. DriveYou.com must work with the agency to ensure that their trials comply with safety regulations, and the program includes bi0directional sharing of large amounts of data.

The NSDoT's internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

CruiseAlong Cars is planning to improve the provision and support of IT services for senior executives who travel. They will deploy new mobile technology to enhance the user experience. They will also improve the incident management and request fulfilment processes and standardize these across service desks.

They are taking an iterative approach and have released the first iteration of improvements. A project manager has been appointed for this improvement initiative.

The project manager is planning an assessment to verify that the improvements have been achieved in the first iteration of the project.

Which are the BEST two outputs of the assessment?

	Outputs
a)	Customer satisfaction; Process maturity of incident management and request fulfilment
b)	Process metrics; Organizational maturity of CruiseAlong Cars business units
c)	Customer satisfaction; Change readiness of CruiseAlong Cars IT departments
d)	Process metrics; SWOT analysis of all service management processes

- A. Customer satisfaction; Process maturity of incident management and request fulfilment
- B. Process metrics; Organizational maturity of CruiseAlong Cars' business units
- C. Customer satisfaction; Change readiness of CruiseAlong Cars' IT departments
- D. Process metrics; SWOT analysis of all service management processes.

Correct Answer: B

Section: (none)

Explanation

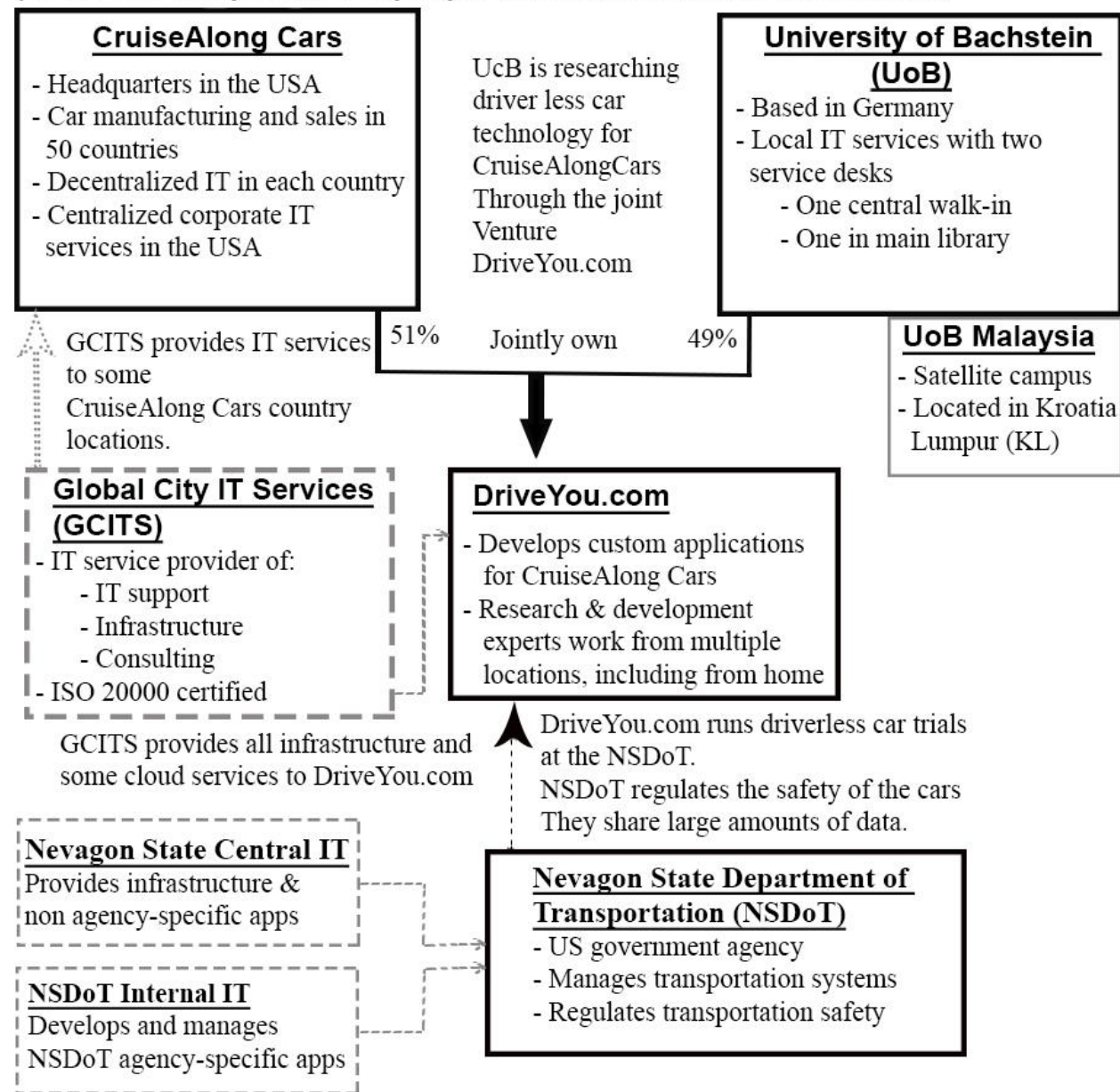
Explanation/Reference:

QUESTION 17

See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



Legend



CruiseAlong Cars

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Each country has its own IT organization, with some central corporate IT services provided by the US parent company. In some countries CruiseAlong Cars has outsourced infrastructure and service desks. The largest IT supplier is Global City IT Services (GCITS). In two countries GCITS provides CruiseAlong Cars with full outsourced services. They also provide selected services in other countries.

Some of the issues that CruiseAlong Cars needs to address include:

- Inefficiencies caused by the current IT structure
- Inconsistency of IT services when employees are travelling

CruiseAlong Cars is working with a European university (the University of Bachstein) to research and develop driverless car technology. The venture operates as an independent company called DriveYou.com, and CruiseAlong Cars owns a 51% share.

DriveYou.com

This is a small, innovative company, that is jointly owned by CruiseAlong Cars and the University of Bachstein (UoB). DriveYou.com develops custom applications using a highly collaborative, rapid and iterative development approach. Their employees are mostly research and development experts, working from multiple locations, with a significant number working from home. Initial driverless car testing is being conducted in the US at the Nevegon State Department of Transportation.

Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

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- Compliance with safety and other regulatory requirements.

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The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

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CruiseAlong Cars is planning to improve the provision and support of IT services for senior executives who travel. They will deploy new mobile technology to enhance the user experience. They will also improve the incident management and request fulfilment processes and standardize these across service desks.

They are taking an iterative approach and have released the first iteration of improvements. A project manager has been appointed for this improvement initiative.

As part of the project an additional objective is to improve the reporting about the senior executive service.

Which is the BEST combination of report content and target stakeholder?

	Stakeholder who receives the report	Report content	
a)	Service desk staff	Customer satisfaction scores	Achievement of service availability targets
b)	Service desk staff	Achievement of service response targets	Root cause of outages
c)	Senior executives	Customer satisfaction scores	Root cause of outages
d)	Senior executives	Achievement of service desk response targets	Achievement of service availability targets

- A. Stakeholder who receives the report: Service desk staff
Report content: Customer satisfaction scores, Achievement of service availability targets
- B. Stakeholder who receives the report: Service desk staff
Report content: Achievement of service response targets, Root cause of outages
- C. Stakeholder who receives the report: Senior executives
Report content: Customer satisfaction scores, Root cause of outages
- D. Stakeholder who receives the report: Senior executives
Report content: Achievement of service desk response targets, Achievement of service availability targets

Correct Answer: D

Section: (none)

Explanation

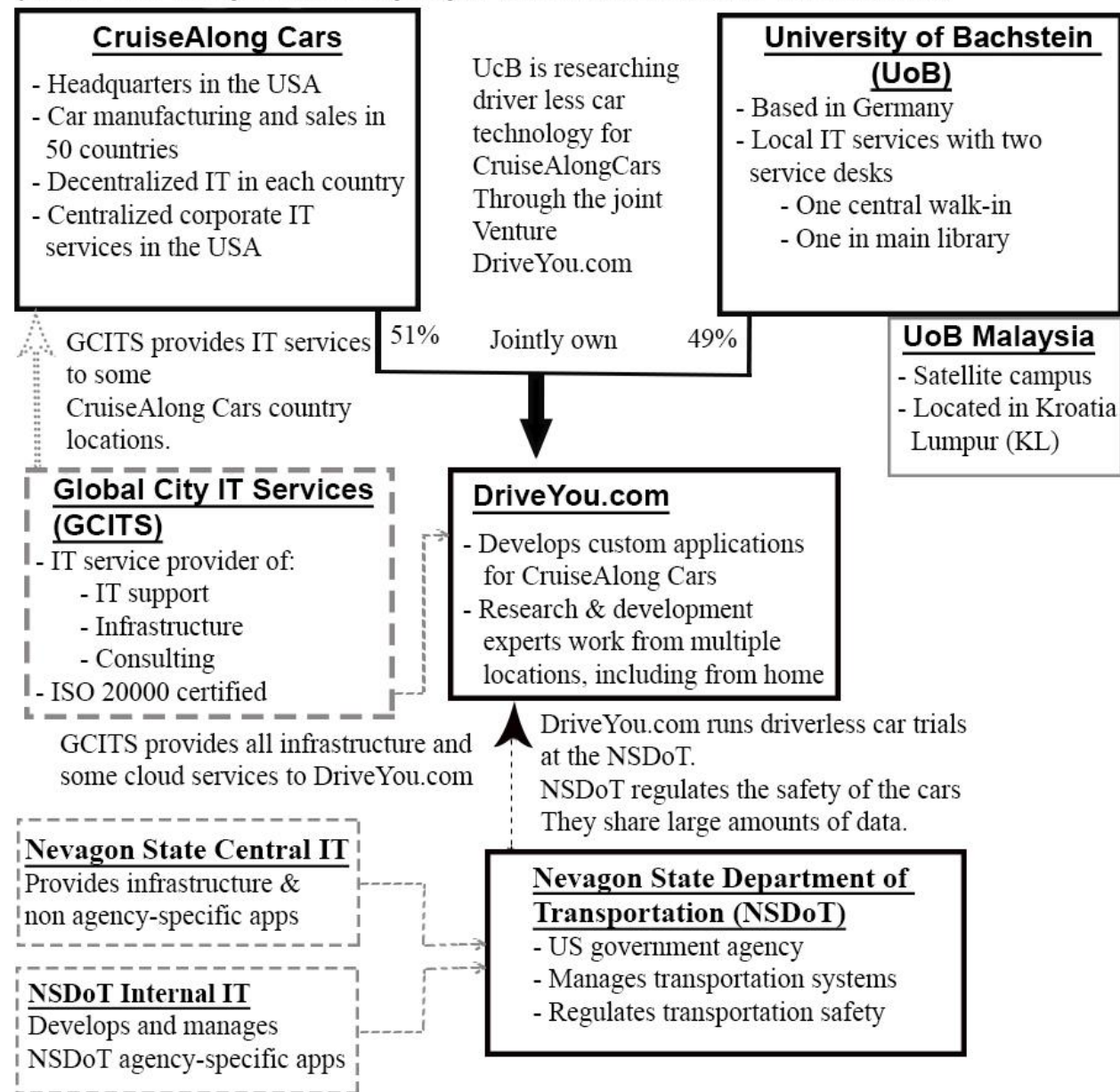
Explanation/Reference:

QUESTION 18

See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



Legend



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Some of the issues that CruiseAlong Cars needs to address include:

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- Inconsistency of IT services when employees are travelling

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DriveYou.com

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Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
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The NSDoT’s internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

CruiseAlong Cars is planning to improve the provision and support of IT services for senior executives who travel. They will deploy new mobile technology to enhance the user experience. They will also improve the incident management and request fulfilment processes and standardize these across service desks.

They are taking an iterative approach and have released the first iteration of improvements. A project manager has been appointed for this improvement initiative.

Some KPIs have been defined to assess the ‘did we get there?’ step of the CSI approach. Two of these are:

KPIs
25% reduction in security audit compliance failures for the mobile service over the last year
50% reduction in the number of mobile service related incidents over the last three months

Are these KPIs SMART?

- A. No, because one of them is not relevant to the project goals.
- B. No, because one of them is not time-bound.
- C. Yes, they are SMART KPIs.
- D. No, because one of them is not measurable.

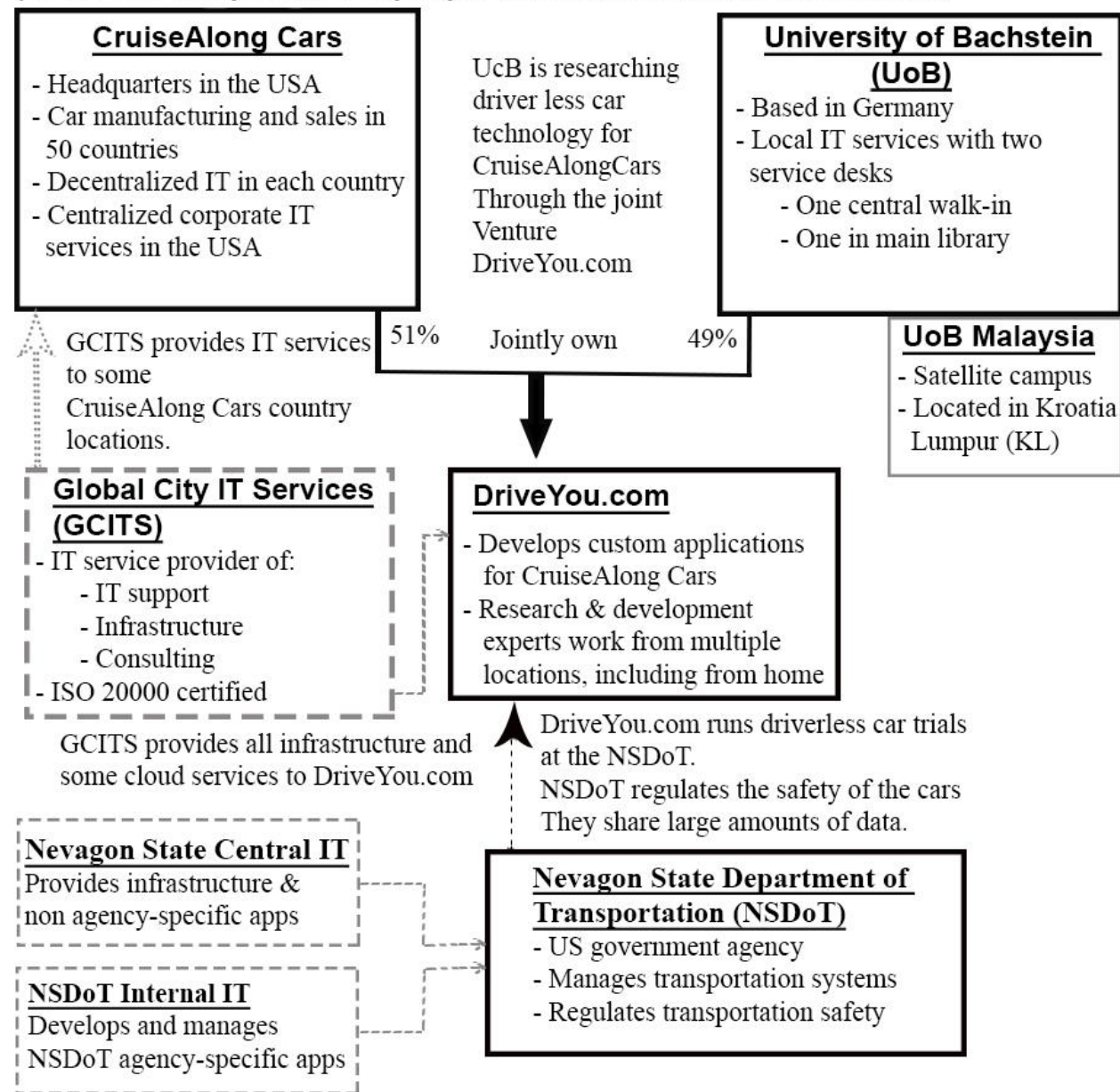
Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

QUESTION 19
See the Scenario for additional information.

Scenario:

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They are taking an iterative approach and have released the first iteration of improvements. A project manager has been appointed for this improvement initiative.

It has been decided that the cost of improvements to senior executive services must be controlled.

During which two activities is it MOST important to measure average cost per incident?

	Activity
1	Agreeing the high-level objectives for the improvement initiative
2	Understanding the current situation
3	Reviewing the improvement initiative to see if it has succeeded
4	Defining the detailed objectives for the improvement initiative

- A. 1 and 2.
- B. 2 and 3.
- C. 3 and 4.
- D. 1 and 4.

Correct Answer: A

Section: (none)

Explanation

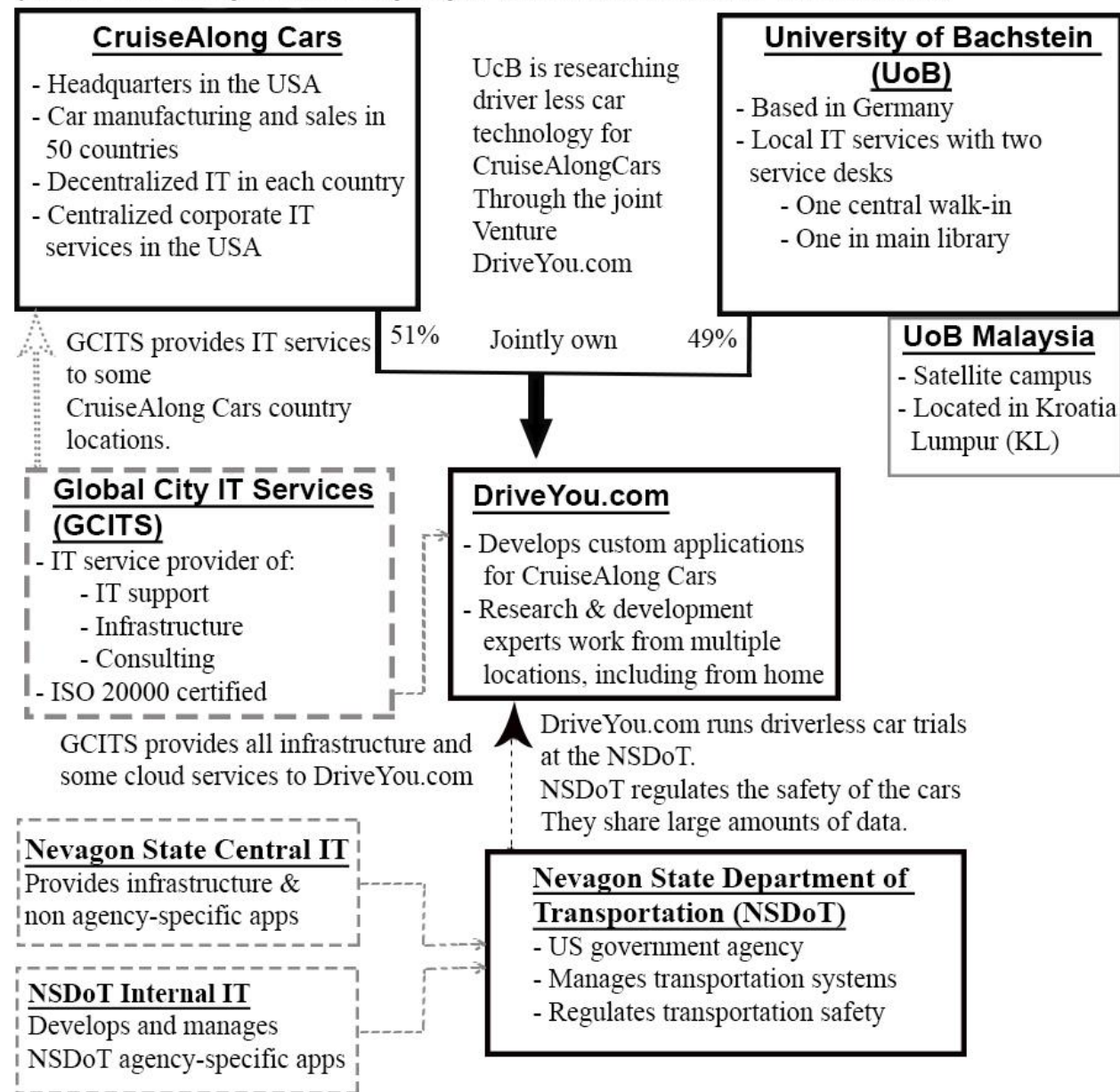
Explanation/Reference:

QUESTION 20

See the Scenario for additional information.

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CruiseAlong Cars is planning to improve the provision and support of IT services for senior executives who travel. They will deploy new mobile technology to enhance the user experience. They will also improve the incident management and request fulfilment processes and standardize these across service desks.

They are taking an iterative approach and have released the first iteration of improvements. A project manager has been appointed for this improvement initiative.

KPIs have been defined to measure the success of the improvement initiative. They will be measured quarterly.

Which KPI is the MOST appropriate?

- A. Customer satisfaction with mobile services is higher than 90%.
- B. Network availability for mobile services is maintained at 99.6%.
- C. Incident turnaround time for mobile services is improved by 15%.
- D. Cost per incident for mobile services is within 2% of target.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 21

Which is an example of using the communication principle ‘timing and frequency matter’?

- A. Repeating a training video in a variety of languages because there are staff in different countries.
- B. Creating a multi-media briefing to update all staff on major changes to organizational structure.
- C. Repeating a presentation to allow for the hours of work in a global organization.
- D. Creating a targeted bulletin that allows different staff groups to feedback on improvement opportunities.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 22

Which is the BEST example of the communication principle ‘communication is a two-way process’?

- A. Passing on key messages from a briefing to a colleague who was unable to attend.
- B. Setting a calendar appointment for a team member’s performance appraisal.
- C. Sending a meeting agenda to all attendees before every meeting.
- D. Capturing issues raised by attendees at the end of a company briefing.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 23

Why is a meeting notes template used?

- A. To record meeting objectives while the meeting is in progress.
- B. To help the meeting chairperson to capture key details.
- C. To ensure that the meeting runs to planned timings.
- D. To ensure the correct participants attend the meeting

Correct Answer: A

Section: (none)

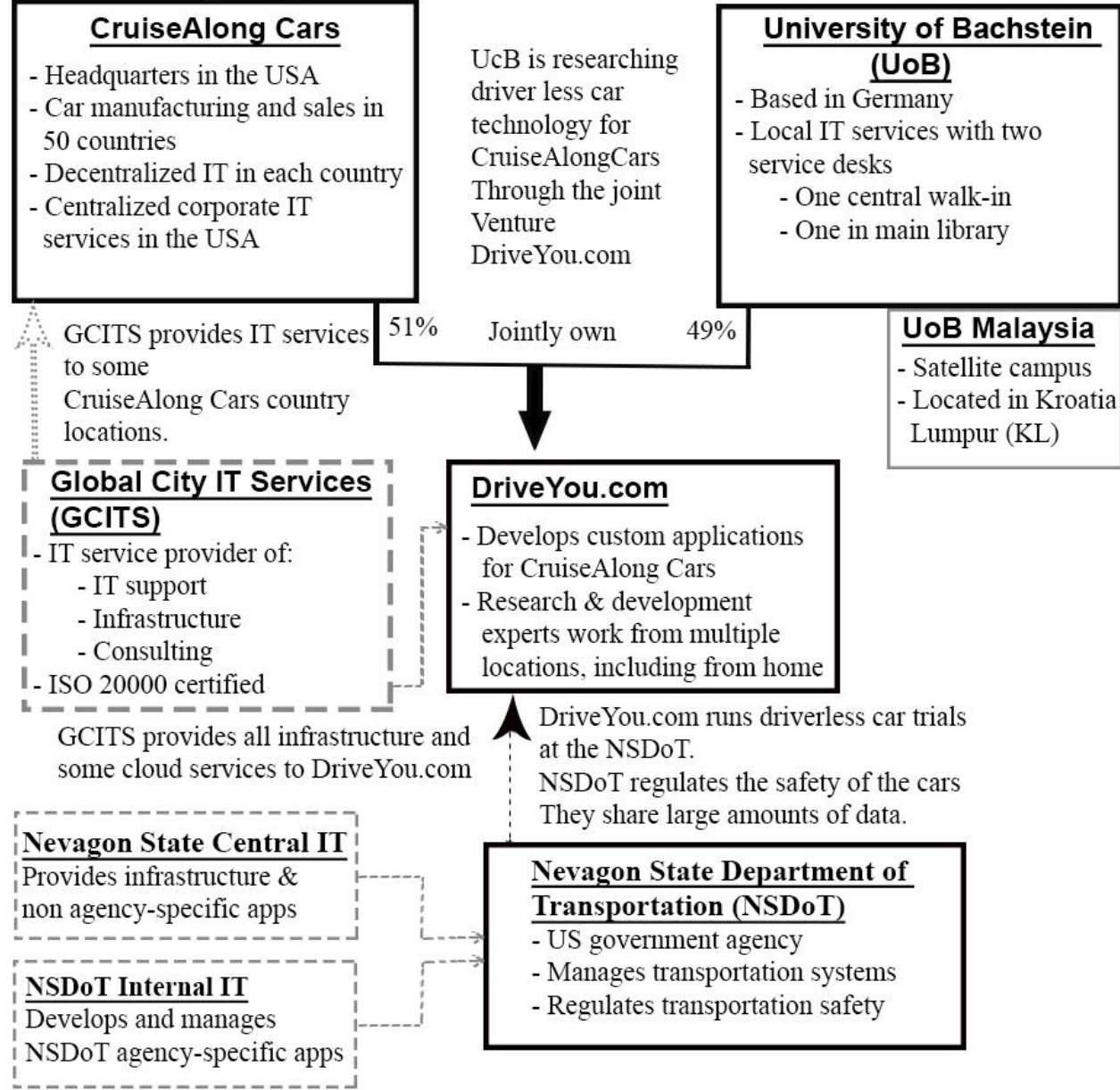
Explanation

Explanation/Reference:

QUESTION 24

See the Scenario for additional information.

Scenario:
(Note: The companies and people within the scenario are fictional)



Legend



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Some of the issues that CruiseAlong Cars needs to address include:

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The NSDoT’s internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

DriveYou.com decided to move the storage and management of their testing data to a new platform so that they can share it more effectively with the UoB. They also need to facilitate data transfer from new CruiseAlong Cars research facilities in Japan and Australia.

DriveYou.com senior management has decided they want a business case produced for the proposed new platform for managing test data.

What three pieces of information are MOST important to include in the business case?

	Information
1	Risks to existing data accessibility
2	Expected cost of implementation
3	Volume of data to be migrated
4	Global security regulations and legislation
5	Value to organization and strategy
6	Options and approaches to be considered

- A. 1, 2 and 5.
- B. 1, 3 and 6.
- C. 2, 4 and 6.
- D. 3, 4 and 5.

Correct Answer: C

Section: (none)

Explanation

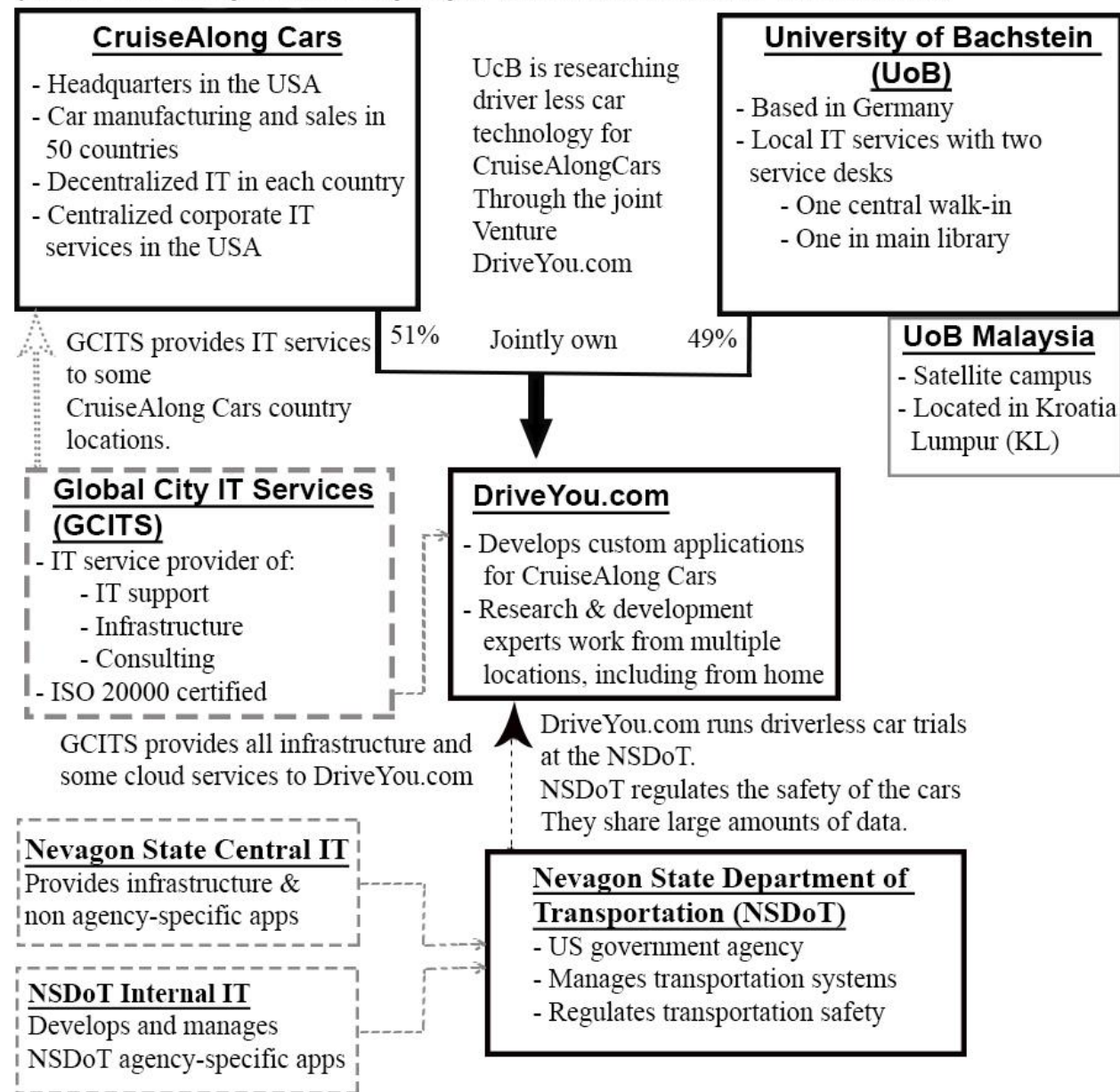
Explanation/Reference:

QUESTION 25

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Scenario:

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Legend



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GCITS provides the entire infrastructure and some cloud services for DriveYou.com, as well as a range of services in different countries to CruiseAlong Cars.

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- Succeed in establishing a strategic partnership with CruiseAlong Cars

Nevagon State Department of Transportation (NSDoT)

NSDot is a government agency in the US state of Nevagon, where DriveYou.com is running their trials. It is responsible for managing transportation systems and safety. DriveYou.com must work with the agency to ensure that their trials comply with safety regulations, and the program includes bi0directional sharing of large amounts of data.

The NSDoT's internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

DriveYou.com decided to move the storage and management of their testing data to a new platform so that they can share it more effectively with the UoB. They also need to facilitate data transfer from new CruiseAlong Cars research facilities in Japan and Australia.

After the business case is approved and a project is initiated, the project manager needs to create a stakeholder communication plan to implement the change. Here is an extract from the plan:

Stakeholder Name	Communications Approach	Key Interests and Issues	Current Status	Desired Support
Australian and Japanese researchers	Monitor	Making their data readily available for use by UoB	Neutral	Neutral
DriveYou.com CIO	Critical	Project sponsor /	Advocate	Advocate
DriveYou.com technical team members		support the new solution	Neutral	Supporter

What communications approach is the BEST option to enter into the missing field, and why?

- A. Communications Approach: Critical
Why: They are accountable for the project budget to build and support the new solution
- B. Communications Approach: Significant
Why: The data being shared on the new platform is critical to the technical team role
- C. Communications Approach: Critical
Why: Technical teams are the only people with the necessary skills to manage the new platform
- D. Communications Approach: Significant
Why: Continued support is required for the planning process and then support of the solution.

Correct Answer: D

Section: (none)

Explanation

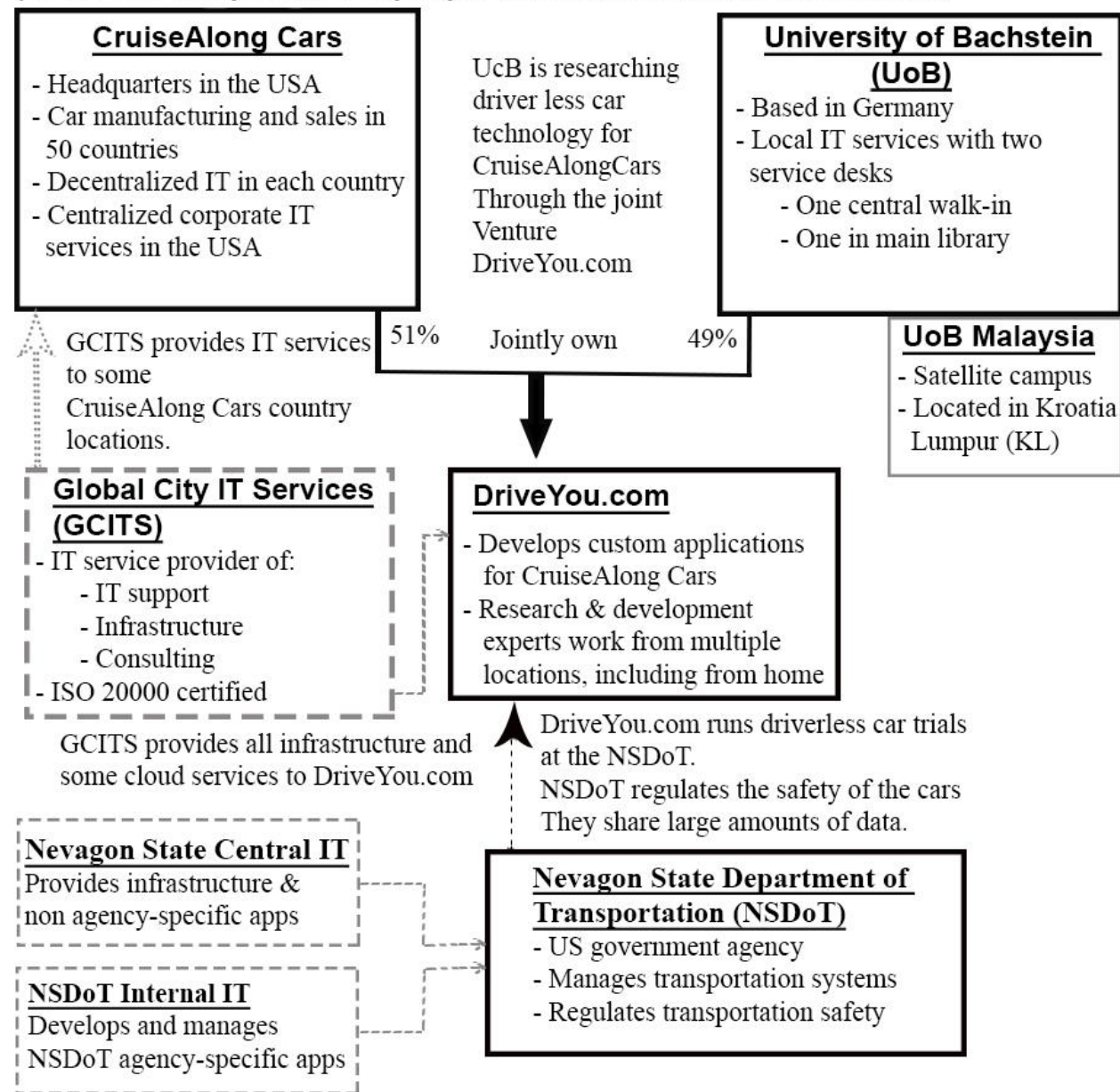
Explanation/Reference:

QUESTION 26

See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



Legend

Organization



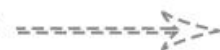
IT service provider



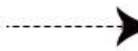
Has ownership of



Provides IT services to



Provides services to



CruiseAlong Cars

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Each country has its own IT organization, with some central corporate IT services provided by the US parent company. In some countries CruiseAlong Cars has outsourced infrastructure and service desks. The largest IT supplier is Global City IT Services (GCITS). In two countries GCITS provides CruiseAlong Cars with full outsourced services. They also provide selected services in other countries.

Some of the issues that CruiseAlong Cars needs to address include:

- Inefficiencies caused by the current IT structure
- Inconsistency of IT services when employees are travelling

CruiseAlong Cars is working with a European university (the University of Bachstein) to research and develop driverless car technology. The venture operates as an independent company called DriveYou.com, and CruiseAlong Cars owns a 51% share.

DriveYou.com

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Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
- Compliance with safety and other regulatory requirements.

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The UoB is a university that is based Germany, with a satellite campus in Kuala Lumpur, Malaysia. In the past, some IT services were funded and run centrally, and some were funded and run independently by each faculty. Centrally owned services include a ‘walk-in’ service desk, plus a separate service desk in the main library, run by library staff. Library services and IT are both part of the university’s administrative services division. Recently, under a new CIO, there has been a drive to centralize and consolidate IT as a corporate function, although this has not been fully achieved.

The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

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- Manage growth and increasing IT demand
- Demonstrate value through competitive, responsive and transparent services

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The NSDoT’s internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

DriveYou.com decided to move the storage and management of their testing data to a new platform so that they can share it more effectively with the UoB. They also need to facilitate data transfer from new CruiseAlong Cars research facilities in Japan and Australia.

The DriveYou.com project manager needs to establish an effective channel of communication with CruiseAlong Cars’ new research facilities. There is already a plan for communicating with other stakeholders.

Which is the BEST approach?

- A. Create a new comprehensive communications plan for all stakeholders before engaging with the research teams.
- B. Use the existing communications plan and send all previous communications to the research teams.

- C. Make contact with the research teams and build a specific communications approach to address their needs.
D. Include the named contacts immediately on the project email distribution list and ask them for feedback.

Correct Answer: C

Section: (none)

Explanation

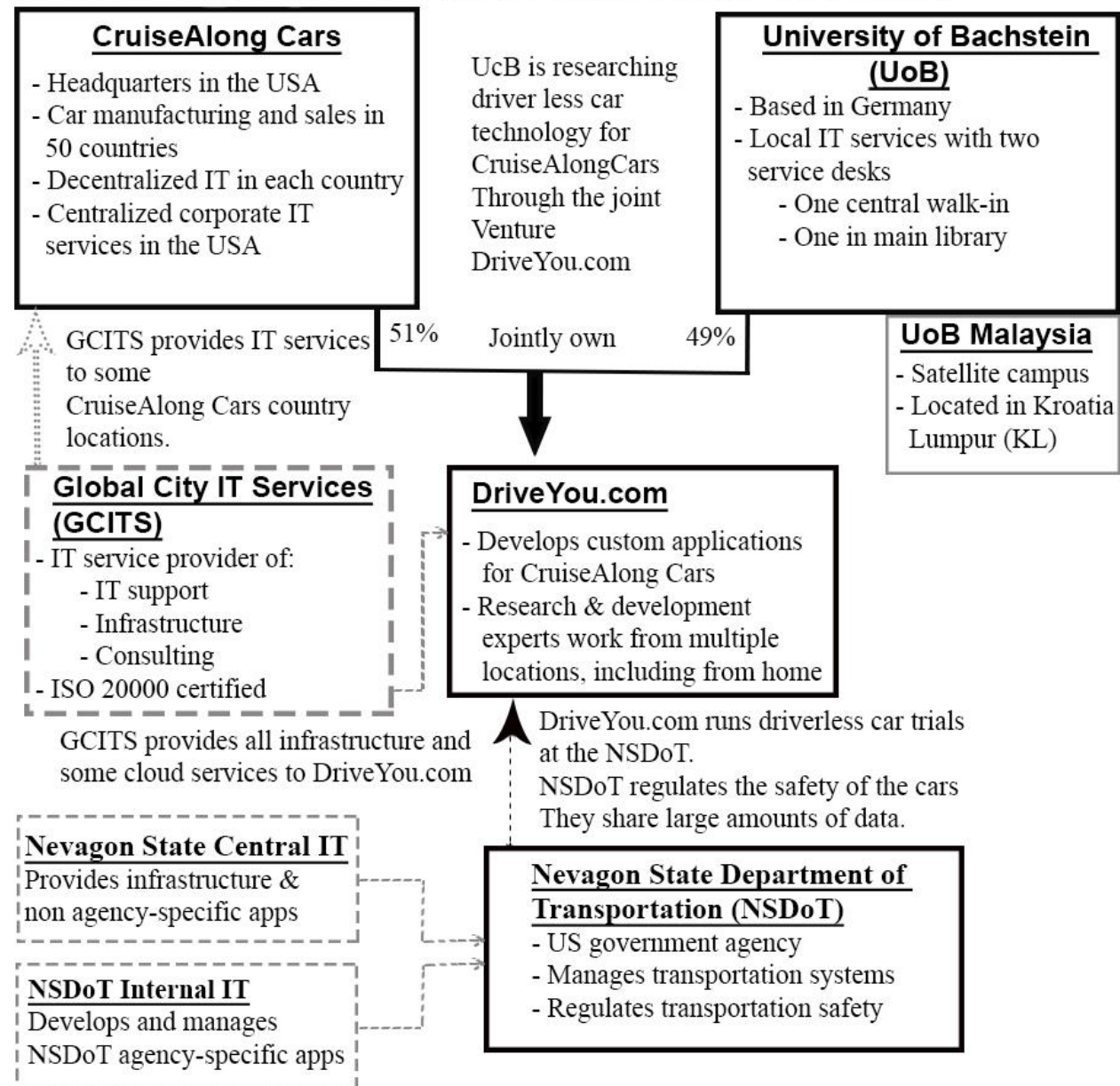
Explanation/Reference:

QUESTION 27

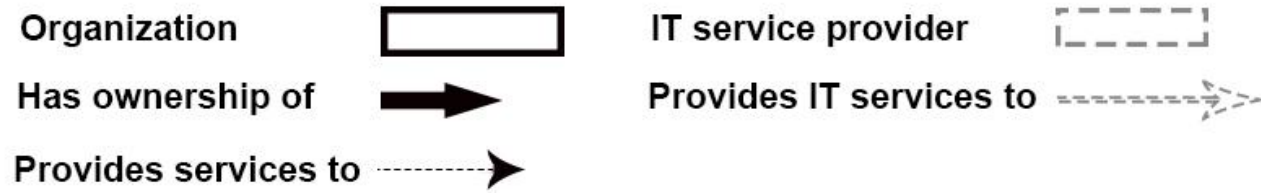
See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



Legend



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DriveYou.com decided to move the storage and management of their testing data to a new platform so that they can share it more effectively with the UoB. They also need to facilitate data transfer from new CruiseAlong Cars research facilities in Japan and Australia.

The DriveYou.com project manager has set up an initial teleconference for the project, which will include the new research teams from CruiseAlong Cars.

How could the project manager ensure that ‘verbal handshaking’ is addressed?

- A. By ensuring that action points and next steps are clarified and agreed during the session.
- B. By organizing face-to-face meetings in advance to build rapport and personal contact.
- C. By requesting that all parties listen closely to discussions and do not speak over each other.
- D. By creating a digital recording to ensure that all the discussions are captured and can be reviewed.

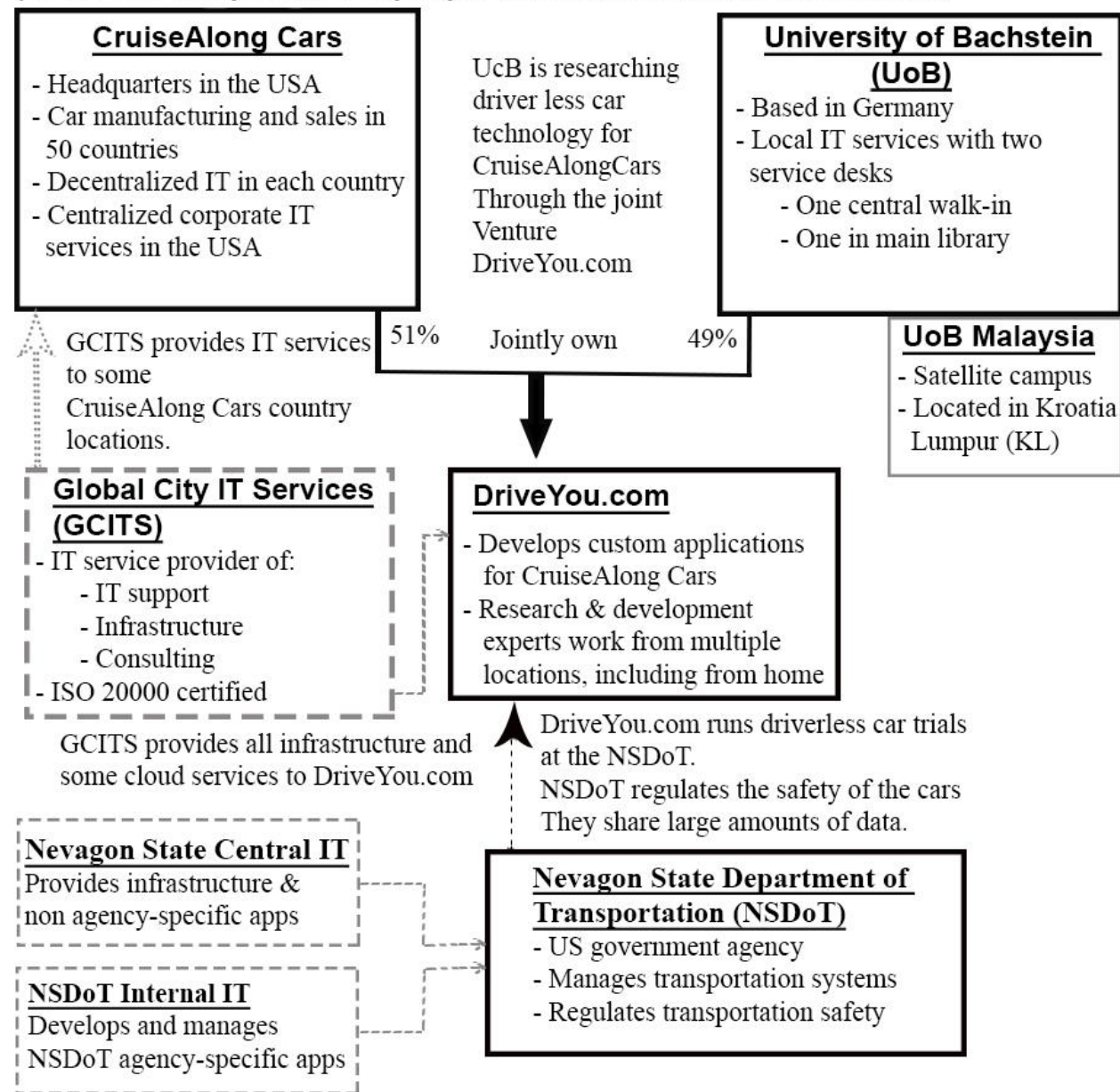
Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 28
See the Scenario for additional information.

Scenario:

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Legend



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- ‘Timing and frequency matter’ because ‘*where are we now?*’ requires that messages to all stakeholders are kept simple.
- ‘There is no single correct method of communication because ‘*how do we get there?*’ requires co-ordination from a diverse range of stakeholders.
- ‘Timing and frequency matter’ because ‘*what is the vision?*’ will need regular reinforcement to ensure the execution of the project is a success.
- ‘There is no single correct method of communication’ because ‘where do we want to be?’ is different for every stakeholder.

Correct Answer: B

Section: (none)

Explanation

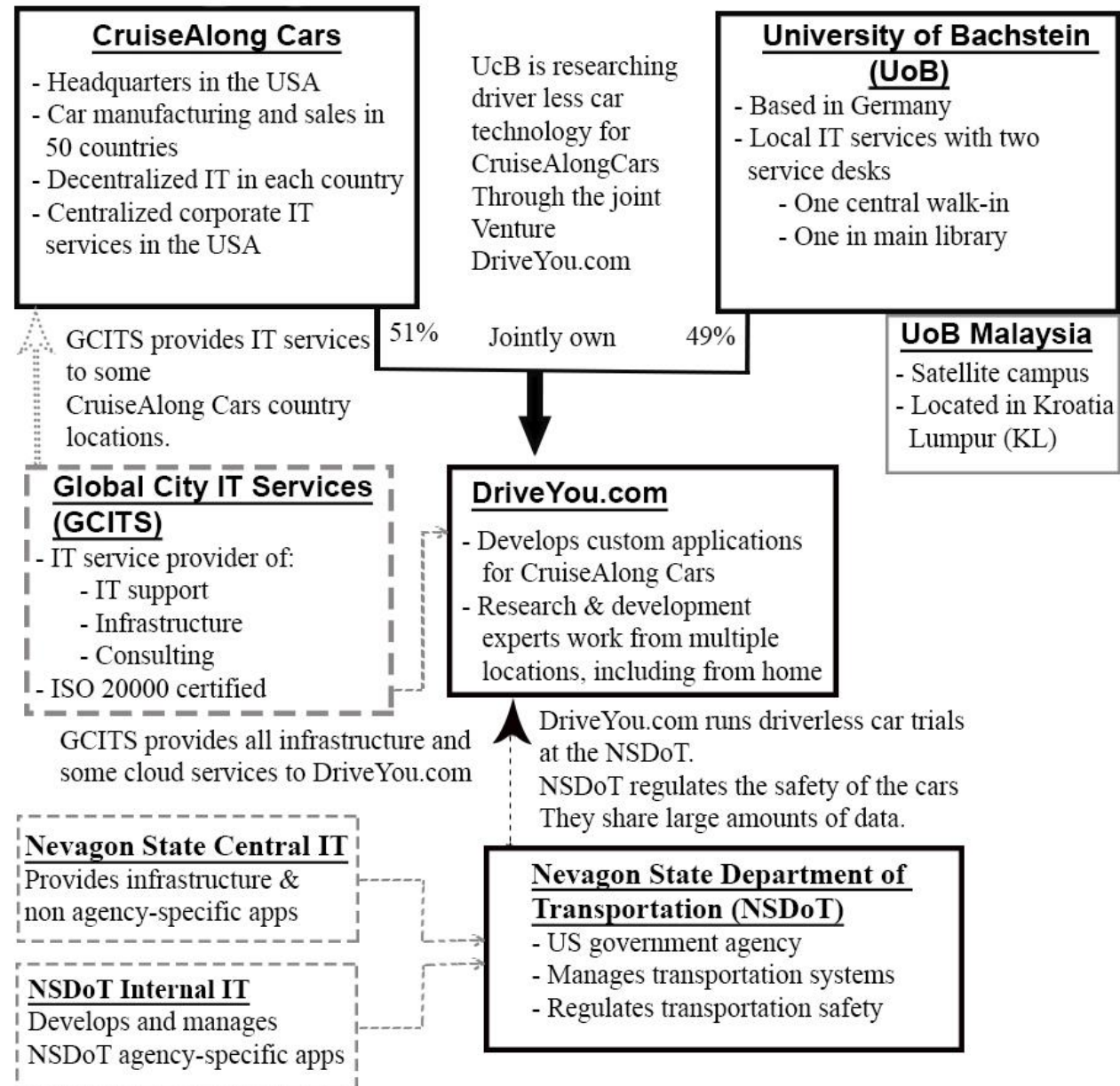
Explanation/Reference:

QUESTION 29

See the Scenario for additional information.

Scenario:

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The IT department at the UoB does not have a service catalogue or a service portfolio, and there is limited understanding of the structure and value of services in the organization. Many of the individual departments and faculties are resistant to the CIO's vision for global services.

They have decided to appoint business relationship managers (BRMs) who will be expected to address many of the challenges, in order to support collaboration and help to define global services. Some business analysts are going to be transferred to these new positions.

What is the BEST way to define the role of the BRM at the university?

- A. Adopt a job description that matches the example of the BRM role in the ITIL guidance.
- B. Appoint the BRMs and ask them to define their own role, based on ITIL guidance.
- C. Identify the expected outcomes and define the BRM role by building on the guidance in ITIL.
- D. Adopt the job descriptions of business analysts and ensure they focus on the customer aspect of their work.

Correct Answer: C

Section: (none)

Explanation

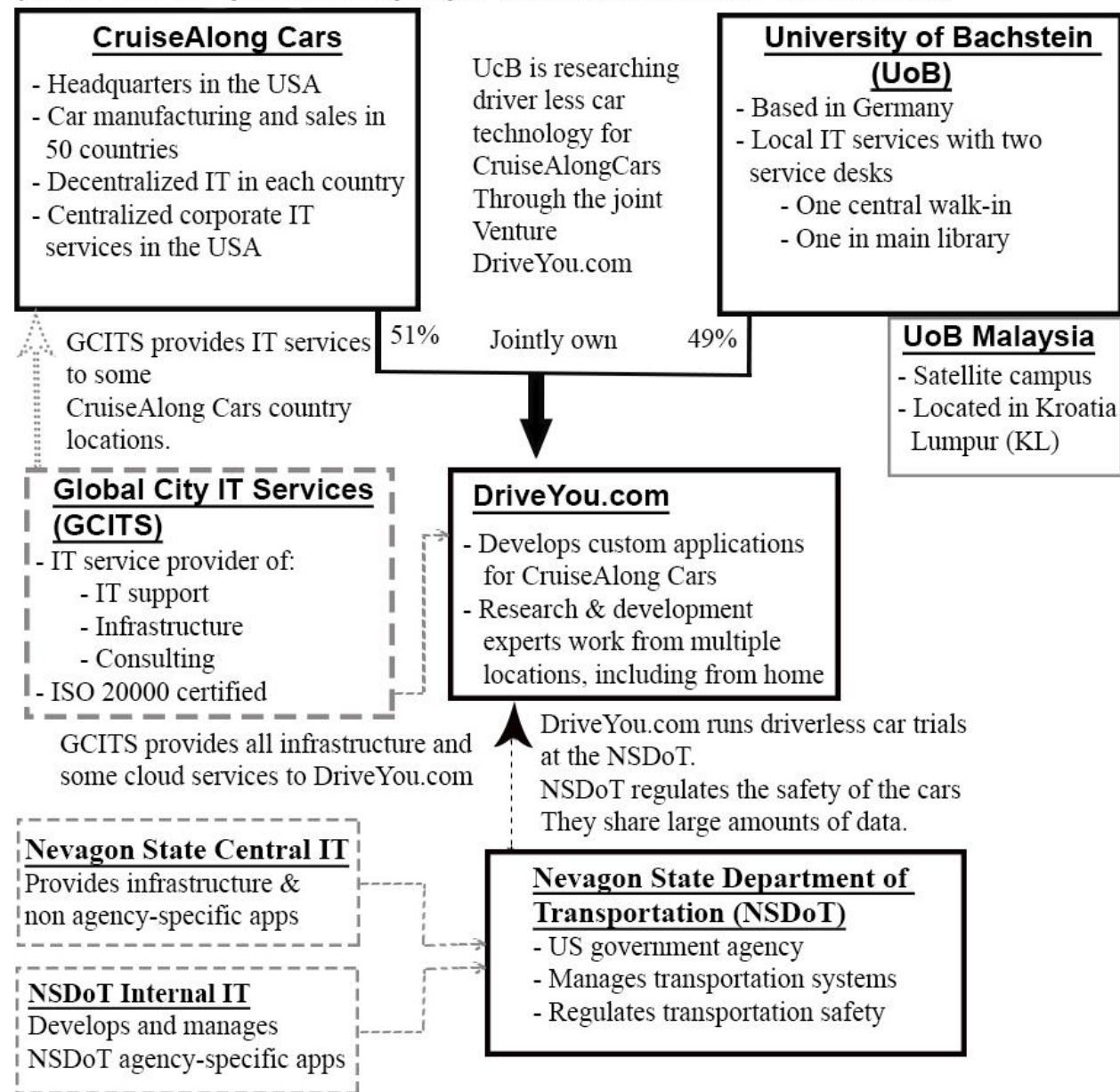
Explanation/Reference:

QUESTION 30

See the Scenario for additional information.

Scenario:

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They have decided to appoint business relationship managers (BRMs) who will be expected to address many of the challenges, in order to support collaboration and help to define global services. Some business analysts are going to be transferred to these new positions.

The newly appointed BRMs are starting to define services and want to ensure that value, outcomes, costs and risks are included in every service definition.

Which definition is the MOST complete?

- A. Grant application service:
 - increases the number of successful grant applications by helping researchers to write effective grant proposals.
 - reduces cost of support staff needed
 - increases reliability of grant submissions.
- B. User device access service:
 - provides connectivity for phones, laptops and tablets.
 - includes service desk support and software deployment.
 - supports cost-effective remote access to central services for people working from home.
- C. Exam administration service:
 - increases productivity of administrative staff by reducing downtime of exam marking and grade tracking.
 - reduces cost of managing exams.
 - provides centralized storage of exam materials in the cloud.
- D. Centralized email service:
 - reduces overall costs for the university IT department by enabling retirement of many smaller email services.
 - provides connectivity to central cloud email service.
 - supports calendar and shared distribution lists

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 31

The improvement initiative has been running for a year and the BRMs believe it has been successful.

What is the BEST way to demonstrate its success?

- A. By completing a benefits realization review.
- B. By facilitating a customer service review workshop.
- C. By conducting a service catalogue gap analysis.
- D. By undertaking a stakeholder review analysis.

Correct Answer: C

Section: (none)

Explanation

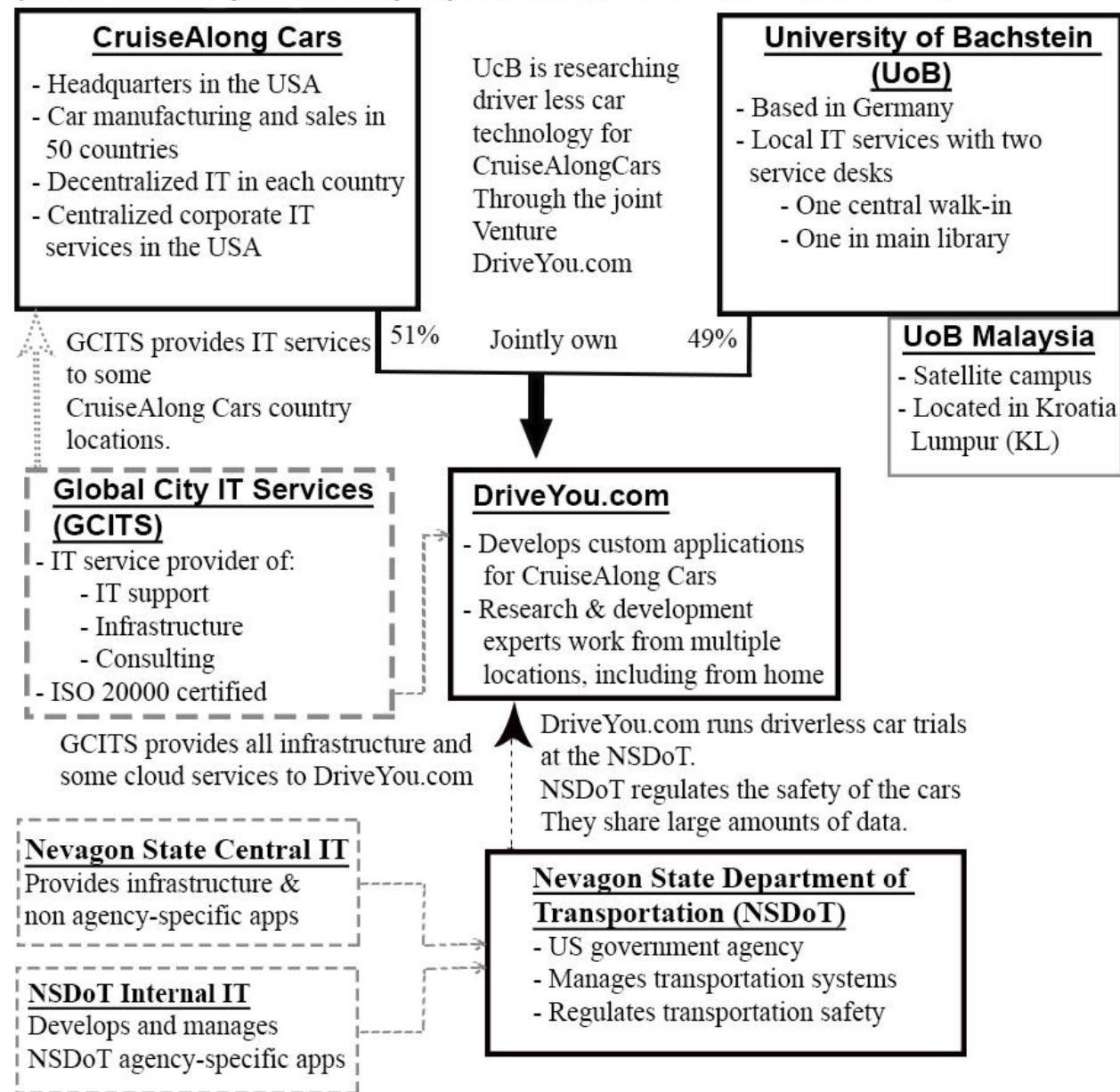
Explanation/Reference:

QUESTION 32

See the Scenario for additional information.

Scenario:

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Legend



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The IT department at the UoB does not have a service catalogue or a service portfolio, and there is limited understanding of the structure and value of services in the organization. Many of the individual departments and faculties are resistant to the CIO’s vision for global services.

They have decided to appoint business relationship managers (BRMs) who will be expected to address many of the challenges, in order to support collaboration and help to define global services. Some business analysts are going to be transferred to these new positions.

One of the BRMs has had an improvement idea for implementing a de-centralized support model that can be actioned quickly. The BRM proposed implementing the improvement in the next three months. The improvement was rejected by the CIO who has suggested that the idea should never have been proposed.

Which tool should the BRM have used to predict the CIO's response at this early stage?

- A. The CSI register, to properly define the timescale for implementation.
- B. The CSI register, to define who the improvement would be actioned by.
- C. The orientation worksheet, to understand the organizational vision.
- D. The orientation worksheet, to measure the success of the improvement.

Correct Answer: B

Section: (none)

Explanation

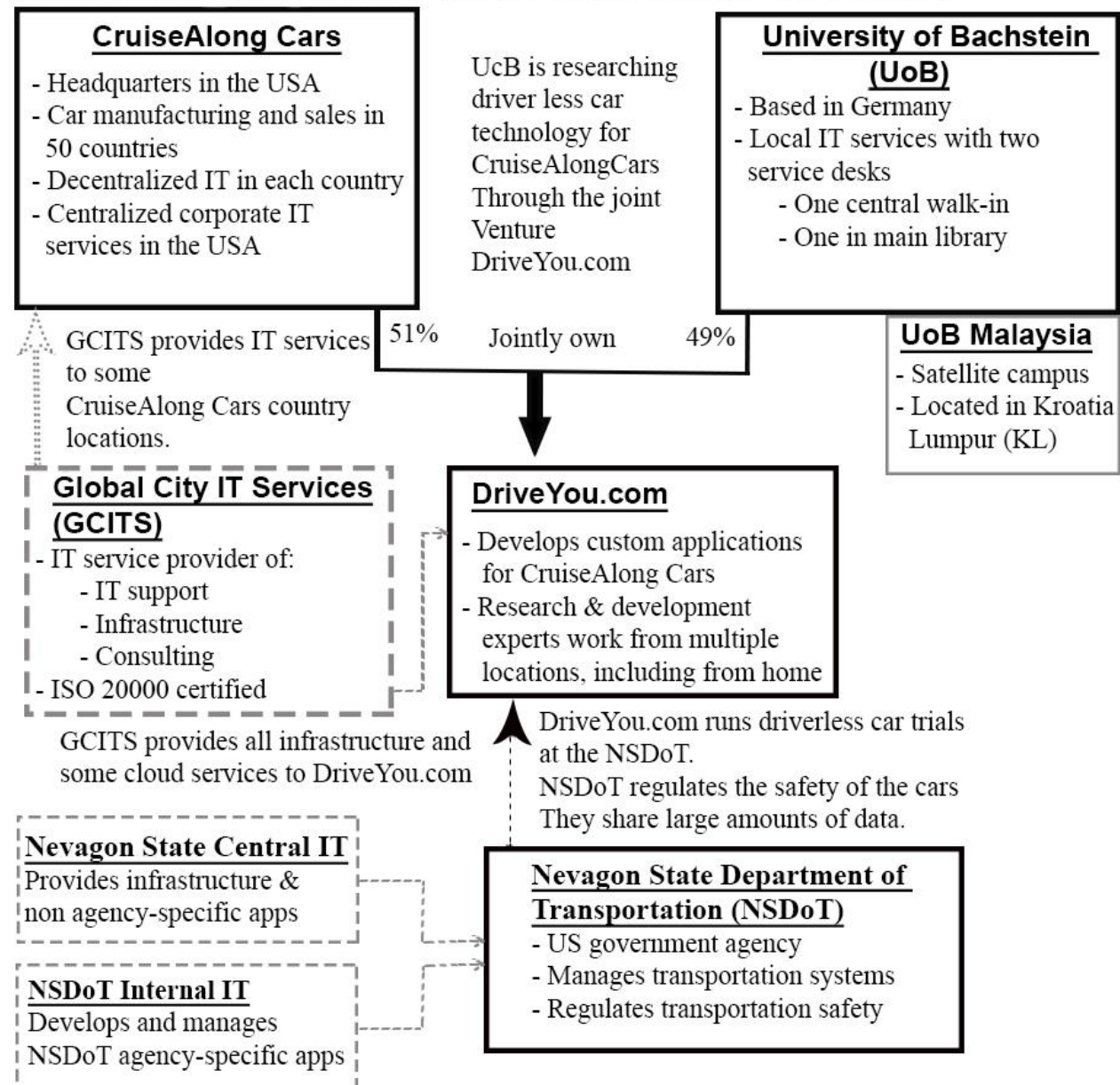
Explanation/Reference:

QUESTION 33

See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



Legend



CruiseAlong Cars

CruiseAlong Cars is a car manufacturing and sales company with corporate headquarters in the United States of America. It has grown by acquisition over the last 20 years and has operations in over 50 countries.

Each country has its own IT organization, with some central corporate IT services provided by the US parent company. In some countries CruiseAlong Cars has outsourced infrastructure and service desks. The largest IT supplier is Global City IT Services (GCITS). In two countries GCITS provides CruiseAlong Cars with full outsourced services. They also provide selected services in other countries.

Some of the issues that CruiseAlong Cars needs to address include:

- Inefficiencies caused by the current IT structure
- Inconsistency of IT services when employees are travelling

CruiseAlong Cars is working with a European university (the University of Bachstein) to research and develop driverless car technology. The venture operates as an independent company called DriveYou.com, and CruiseAlong Cars owns a 51% share.

DriveYou.com

This is a small, innovative company, that is jointly owned by CruiseAlong Cars and the University of Bachstein (UoB). DriveYou.com develops custom applications using a highly collaborative, rapid and iterative development approach. Their employees are mostly research and development experts, working from multiple locations, with a significant number working from home. Initial driverless car testing is being conducted in the US at the Nevegon State Department of Transportation.

Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
- Compliance with safety and other regulatory requirements.

University of Bachstein (UoB)

The UoB is a university that is based Germany, with a satellite campus in Kuala Lumpur, Malaysia. In the past, some IT services were funded and run centrally, and some were funded and run independently by each faculty. Centrally owned services include a 'walk-in' service desk, plus a separate service desk in the main library, run by library staff. Library services and IT are both part of the university's administrative services division. Recently, under a new CIO, there has been a drive to centralize and consolidate IT as a corporate function, although this has not been fully achieved.

The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

- Complete the centralization and consolidation of IT
- Manage growth and increasing IT demand
- Demonstrate value through competitive, responsive and transparent services

Global City Services (GCITS)

GCITS is a global service provider which has grown through acquisition and which offers a wide range of services, including IT support, infrastructure and consulting. GCITS has mature and efficient IT service management processes, and holds an ISO/IEC 20000 certification.

GCITS provides the entire infrastructure and some cloud services for DriveYou.com, as well as a range of services in different countries to CruiseAlong Cars.

Some of the issues that GCITS needs to address include:

- Succeed in establishing a strategic partnership with CruiseAlong Cars

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They have decided to appoint business relationship managers (BRMs) who will be expected to address many of the challenges, in order to support collaboration and help to define global services. Some business analysts are going to be transferred to these new positions.

Which is the BEST way for a new BRM at the UoB to understand their customers' needs?

- A. Run a workshop to define the structure and value of IT services.
- B. Visit each customer in their normal place of work to see what they do.
- C. Issue a detailed questionnaire to all customers to discover their expectations.
- D. Establish current performance levels and match the new service to them.

Correct Answer: D

Section: (none)

Explanation

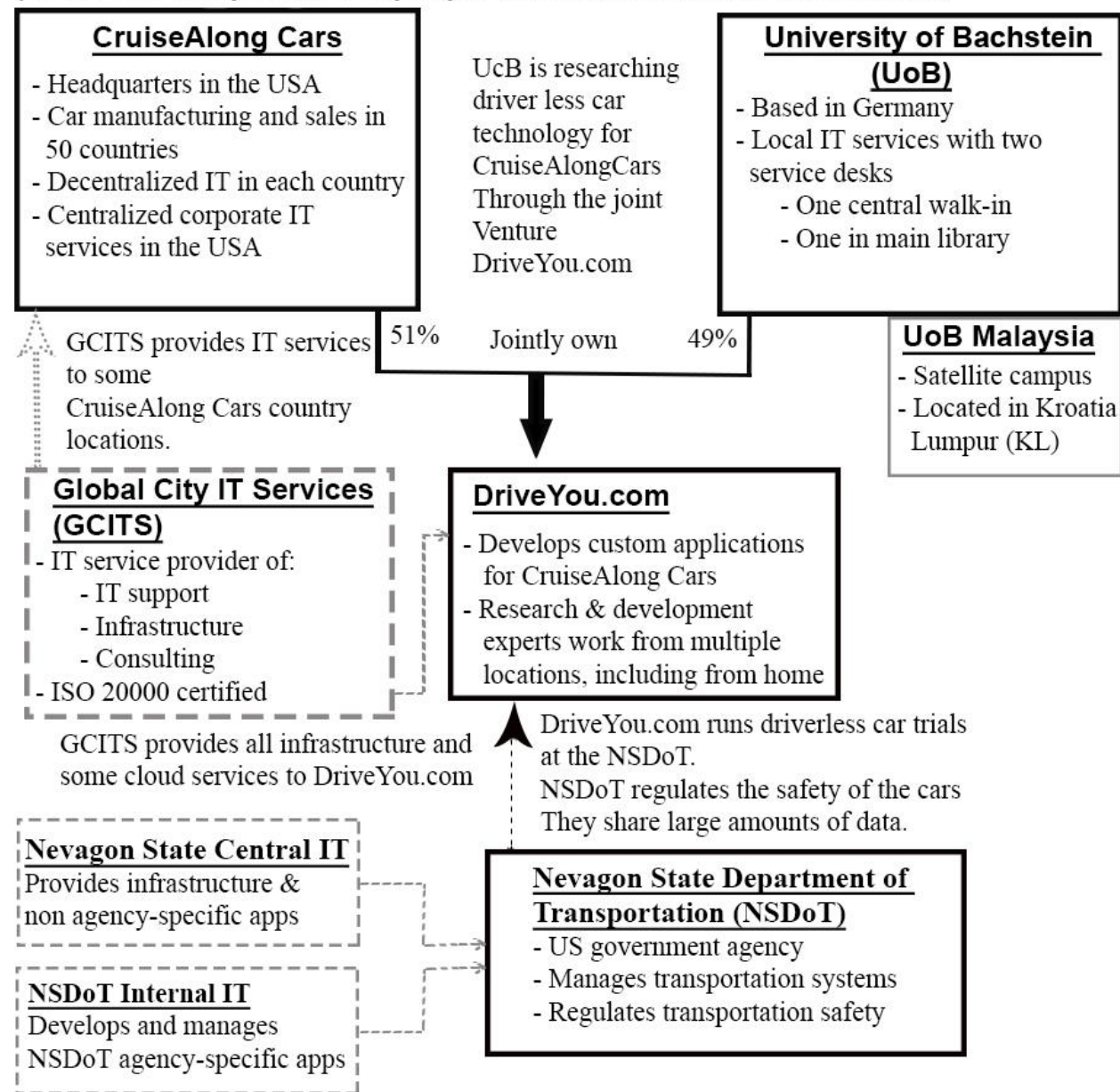
Explanation/Reference:

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They have decided to appoint business relationship managers (BRMs) who will be expected to address many of the challenges, in order to support collaboration and help to define global services. Some business analysts are going to be transferred to these new positions.

The BRMs have learned that none of the customers are satisfied with a new service, even though it meets all the functional requirements agreed with a wide range of UoB customer and user group representatives.

Which guiding principle should have been followed to avoid this situation, and why?

- A. Guiding principle: Keep it simple
Why: The customers and users were not kept informed of the progress of the project resulting in negative perception of the results
- B. Guiding principle: Progress iteratively
Why: Everything the service provider does needs to map directly to value for the UoB customers and other stakeholders
- C. Guiding principle: Design for experience
Why: Even though functional requirements were met the UoB customer interaction with the service was ignored leading to dissatisfaction
- D. Guiding principle: Collaborate
Why: The wrong people were involved in the agreement of functional requirements when designing the solution.

Correct Answer: C

Section: (none)

Explanation

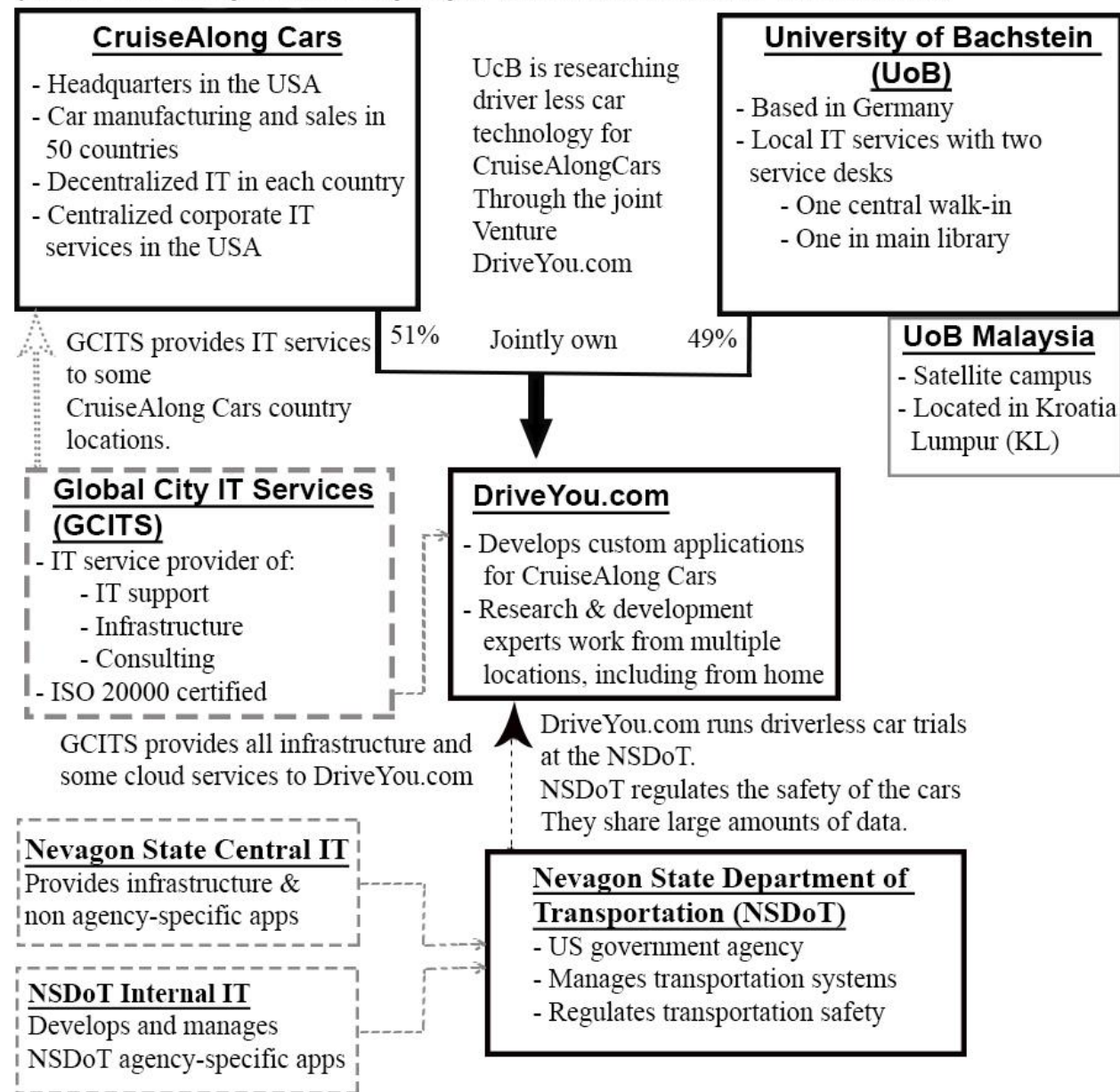
Explanation/Reference:

QUESTION 35

See the Scenario for additional information.

Scenario:

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Legend



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Some of the issues that CruiseAlong Cars needs to address include:

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- Inconsistency of IT services when employees are travelling

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Some of the issues that DriveYou.com needs to address include:

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Some of the issues that GCITS needs to address include:

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GCITS have a major audit coming up to verify continued compliance to the ISO/IEC 20000 standard. In preparation for the audit, they are conducting a series of internal audits.

GCITS has grown through acquisition. The latest acquisition, Optimolv, does not comply with ISO/IEC 20000. Optimolv has a number of process improvements that need to be implemented to attain compliance. GCITS has six months to ensure that Optimolv is compliant.

Which OCM activity will BEST help Optimolv to overcome any staff resistance, and comply with ISO/IEC 20000 within six months?

- Create a sense of urgency for the change.
- Demonstrate enough value to business.

- C. Make compliance the top corporate priority.
- D. Maintain a focus on continual improvement.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 36

Why is stakeholder management an important part of any improvement initiative?

- A. To identify the leader who will fund the change.
- B. To determine the level of resource allocated to the change.
- C. To determine risk levels presented by organizational culture.
- D. To identify whose support is needed for the change.

Correct Answer: D

Section: (none)

Explanation

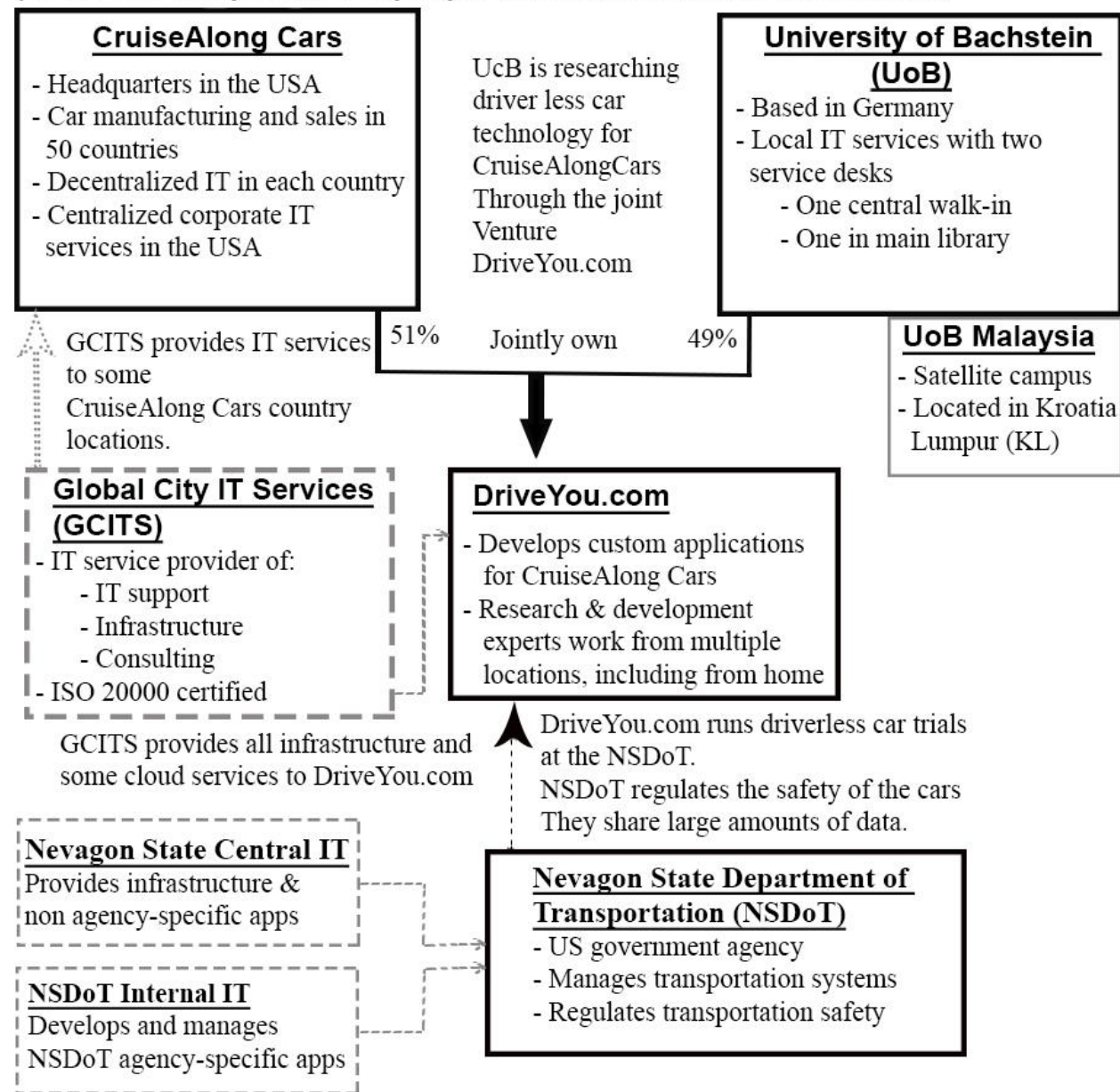
Explanation/Reference:

QUESTION 37

See the Scenario for additional information.

Scenario:

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Legend



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Some of the issues that the UoB needs to address include:

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Some of the issues that GCITS needs to address include:

- Succeed in establishing a strategic partnership with CruiseAlong Cars

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GCITS has grown through acquisition. The latest acquisition, Optimisolv, does not comply with ISO/IEC 20000. Optimisolv has a number of process improvements that need to be implemented to attain compliance. GCITS has six months to ensure that Optimisolv is compliant.

The project manager has identified the relevant stakeholders in the initiative.

What is the BEST step to take next in the stakeholder management process, and why?

	Action	Why
a)	Devise a communication plan for each stakeholder	To understand how the new Optimsolv staff are likely to react, and win their support
b)	Devise a communication plan for each stakeholder	To understand the importance of each stakeholder to the initiative
c)	Prioritize stakeholders as 'major', 'critical', 'significant' or 'minor'	To understand the importance of each stakeholder to the initiative
d)	Prioritize stakeholders as 'major', 'critical', 'significant' or 'minor'	To understand how the new Optimsolv staff are likely to react, and win their support

- A. Action: Devise a communication plan for each stakeholder
Why: To understand how the new Optimsolv staff are likely to react, and win their support
- B. Action: Devise a communication plan for each stakeholder
Why: To understand the importance of each stakeholder to the initiative
- C. Action: Prioritize stakeholders as 'major', 'critical', 'significant' or 'minor'
Why: To understand the importance of each stakeholder to the initiative
- D. Action: Prioritize stakeholders as 'major', 'critical', 'significant' or 'minor'
Why: To understand how the new Optimsolv staff are likely to react, and win their support

Correct Answer: C

Section: (none)

Explanation

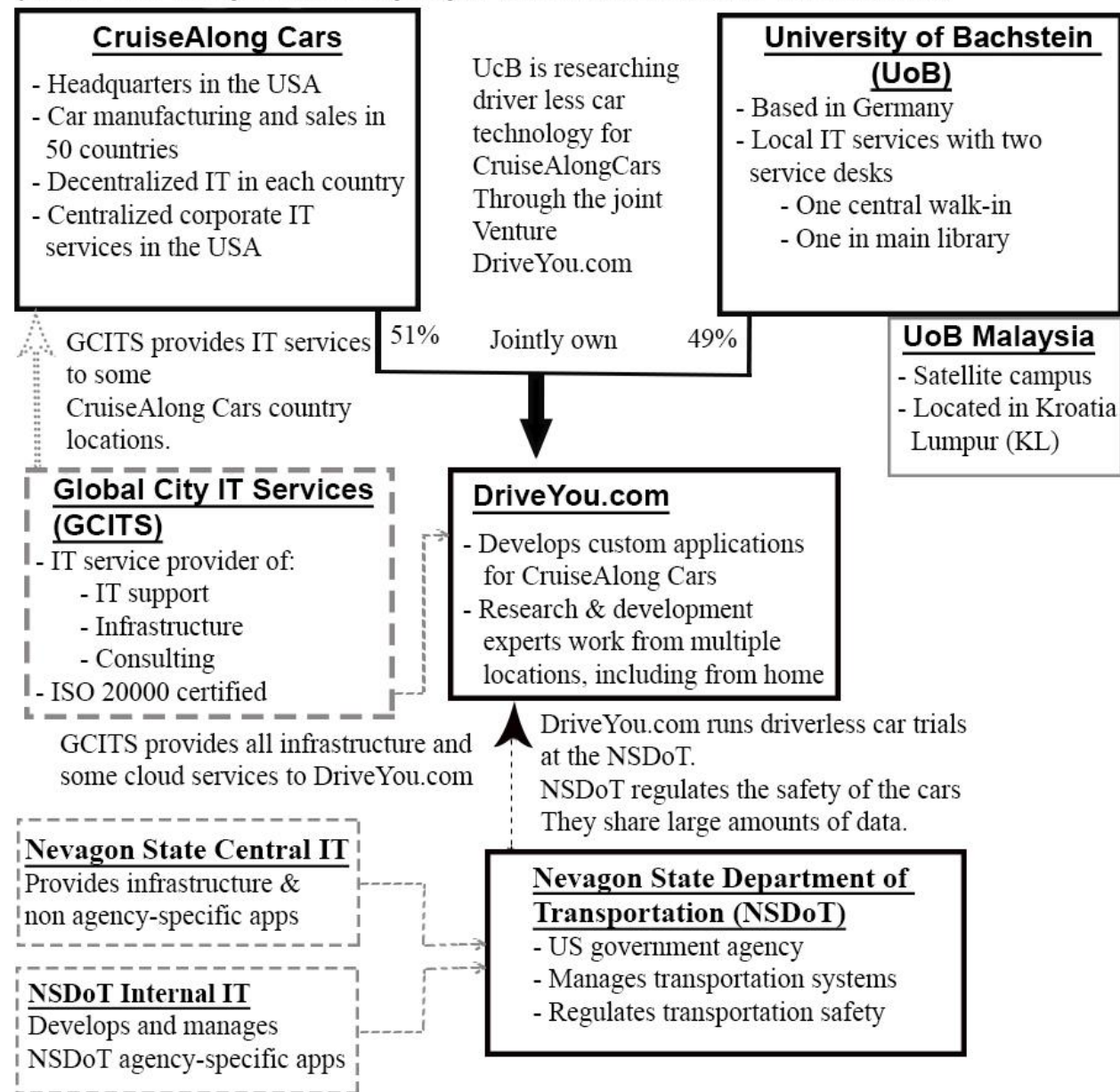
Explanation/Reference:

QUESTION 38

See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



Legend



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Some of the issues that CruiseAlong Cars needs to address include:

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Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

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GCITS has grown through acquisition. The latest acquisition, Optimolv, does not comply with ISO/IEC 20000. Optimolv has a number of process improvements that need to be implemented to attain compliance. GCITS has six months to ensure that Optimolv is compliant.

When would it be MOST appropriate to use a stakeholder analysis worksheet during the improvement initiative within Optimolv?

- A. During planning, to identify the key people who need to be influenced within Optimolv.
- B. During process design, to prioritize stakeholders within GCITS.

- C. During implementation, to understand the primary motivation for change at Optimsolv
D. During testing, to measure the risk to achieving the ISO/IEC 20000 accreditation.

Correct Answer: A

Section: (none)

Explanation

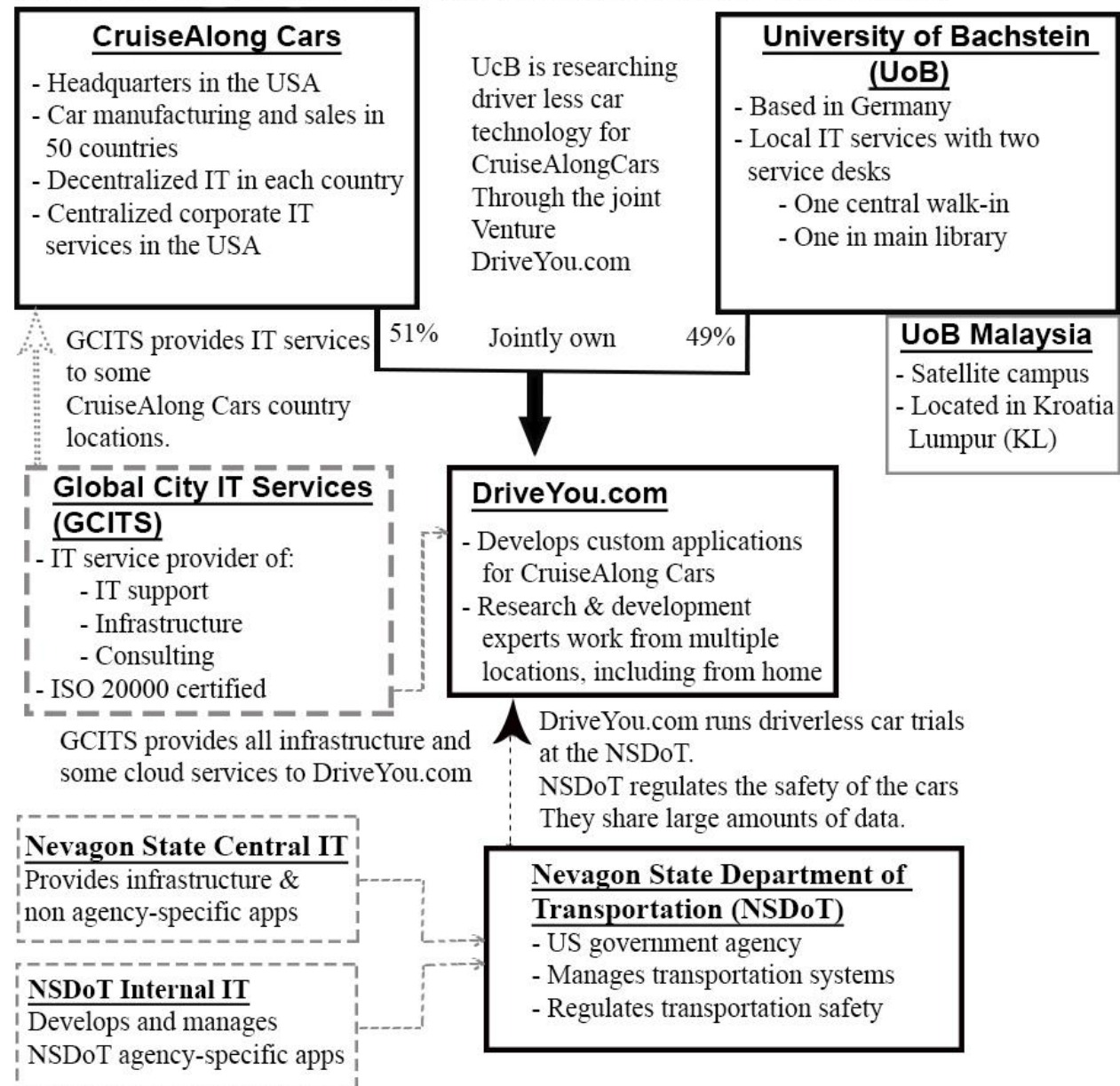
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The project manager is designing a resistance management plan for Optimsolv IT staff.

Which is the BEST ‘what’s in it for me?’ statement?

- A. “I am part of an important company initiative”.
- B. “I can use the opportunity to learn valuable new skills”.
- C. “Optimsolv gets ISO/IEC 20000 certification”.
- D. “GCITS achieves its corporate goals”.

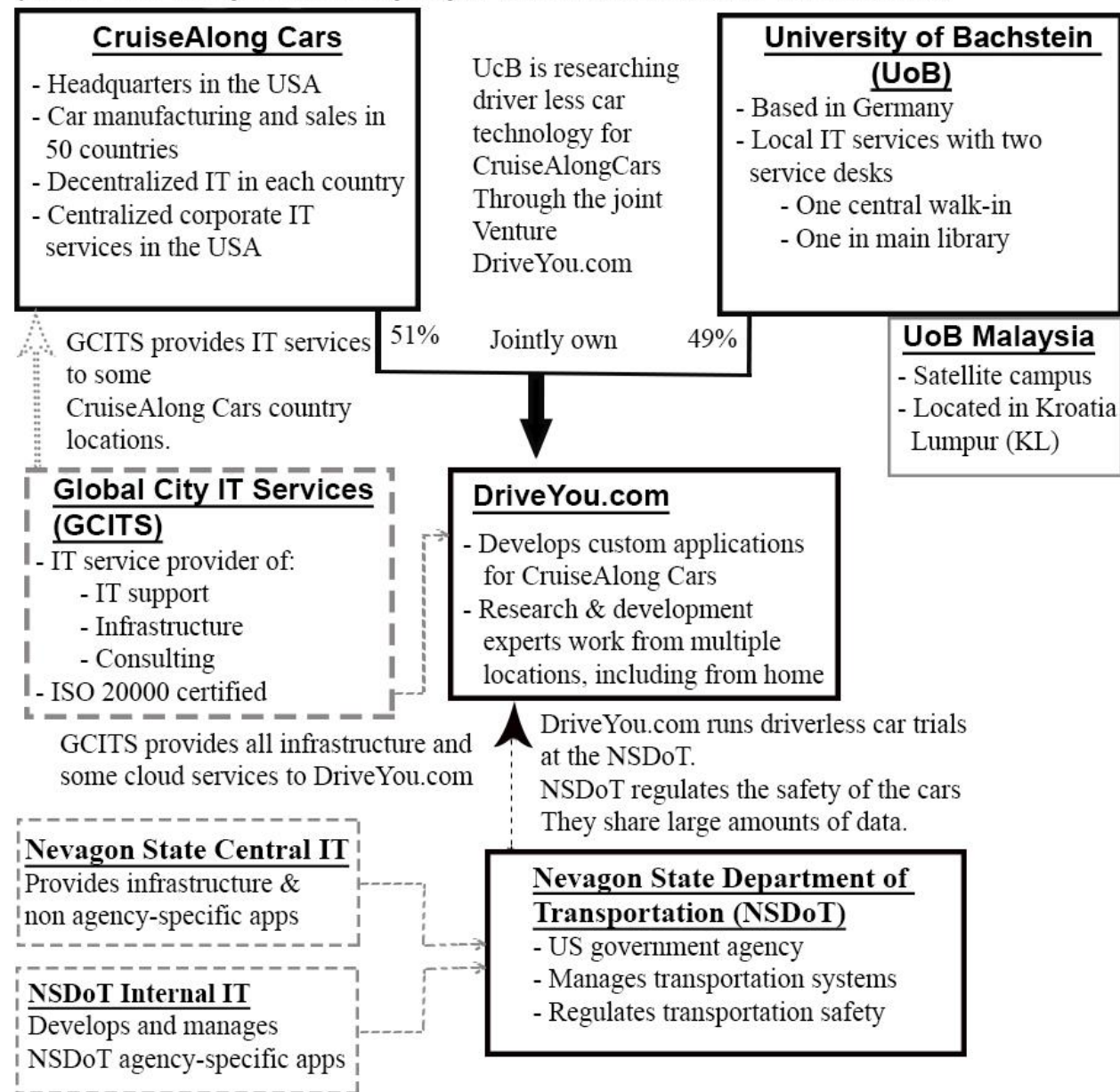
Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 40
See the Scenario for additional information.

Scenario:

(Note: The companies and people within the scenario are fictional)



Legend



CruiseAlong Cars

CruiseAlong Cars is a car manufacturing and sales company with corporate headquarters in the United States of America. It has grown by acquisition over the last 20 years and has operations in over 50 countries.

Each country has its own IT organization, with some central corporate IT services provided by the US parent company. In some countries CruiseAlong Cars has outsourced infrastructure and service desks. The largest IT supplier is Global City IT Services (GCITS). In two countries GCITS provides CruiseAlong Cars with full outsourced services. They also provide selected services in other countries.

Some of the issues that CruiseAlong Cars needs to address include:

- Inefficiencies caused by the current IT structure
- Inconsistency of IT services when employees are travelling

CruiseAlong Cars is working with a European university (the University of Bachstein) to research and develop driverless car technology. The venture operates as an independent company called DriveYou.com, and CruiseAlong Cars owns a 51% share.

DriveYou.com

This is a small, innovative company, that is jointly owned by CruiseAlong Cars and the University of Bachstein (UoB). DriveYou.com develops custom applications using a highly collaborative, rapid and iterative development approach. Their employees are mostly research and development experts, working from multiple locations, with a significant number working from home. Initial driverless car testing is being conducted in the US at the Nevegon State Department of Transportation.

Infrastructure and cloud services are purchased from Global City IT Services and other providers, and these relationships are managed by a DriveYou.com supplier manager.

Some of the issues that DriveYou.com needs to address include:

- Better structure and accountability around their work practices
- Compliance with safety and other regulatory requirements.

University of Bachstein (UoB)

The UoB is a university that is based Germany, with a satellite campus in Kuala Lumpur, Malaysia. In the past, some IT services were funded and run centrally, and some were funded and run independently by each faculty. Centrally owned services include a 'walk-in' service desk, plus a separate service desk in the main library, run by library staff. Library services and IT are both part of the university's administrative services division. Recently, under a new CIO, there has been a drive to centralize and consolidate IT as a corporate function, although this has not been fully achieved.

The central IT department runs a variety of legacy systems, which serve students, administrators, researchers and academics. It also runs some high performance computing systems and high bandwidth networks across the main campus area.

Some of the issues that the UoB needs to address include:

- Complete the centralization and consolidation of IT
- Manage growth and increasing IT demand
- Demonstrate value through competitive, responsive and transparent services

Global City Services (GCITS)

GCITS is a global service provider which has grown through acquisition and which offers a wide range of services, including IT support, infrastructure and consulting. GCITS has mature and efficient IT service management processes, and holds an ISO/IEC 20000 certification.

GCITS provides the entire infrastructure and some cloud services for DriveYou.com, as well as a range of services in different countries to CruiseAlong Cars.

Some of the issues that GCITS needs to address include:

- Succeed in establishing a strategic partnership with CruiseAlong Cars

Nevagon State Department of Transportation (NSDoT)

NSDot is a government agency in the US state of Nevagon, where DriveYou.com is running their trials. It is responsible for managing transportation systems and safety. DriveYou.com must work with the agency to ensure that their trials comply with safety regulations, and the program includes bi0directional sharing of large amounts of data.

The NSDoT's internal IT team writes and manages most of their agency-specific applications, however most other applications and infrastructure are provided by the Nevagon State central IT department.

GCITS have a major audit coming up to verify continued compliance to the ISO/IEC 20000 standard. In preparation for the audit, they are conducting a series of internal audits.

GCITS has grown through acquisition. The latest acquisition, Optimisolv, does not comply with ISO/IEC 20000. Optimisolv has a number of process improvements that need to be implemented to attain compliance. GCITS has six months to ensure that Optimisolv is compliant.

Optimisolv has made the improvements identified in the audit. The GCITS IT Manager needs to determine that Optimisolv staff have accepted the required changes.

What is the BEST course of action for the GCITS IT Manager to take FIRST?

- A. Survey Optimsolv senior managers to gain general feedback on employee satisfaction.
- B. Carry out stakeholder analysis to determine which Optimsolv employees to survey.
- C. Directly observe impacted Optimsolv employees in their roles.
- D. Create a resistance management plan for Optimsolv employees.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference: