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NEW QUESTION: 1

When designing a report in Financial Reporting Studio, which condition should NOT be considered for a Financial Consolidation and Close (FCCS) report?

- A. Designing dynamic reports
- B. Report performance
- C. Expanded vs. single data segments
- D. Suppress missing blocks

Answer: D

NEW QUESTION: 2

Which URL is the correct URL for the Bellows College Dynamics CRM system?

- A. <https://bellowscollege.dynamics.com>
- B. <https://crm.bellowscollege.dynamics.com>
- C. <https://bellowscollege.com.dynamics.com>
- D. <http://bellowscollege.com.dynamics.com>

Answer: B

Explanation:

Topic 2, Humongous insurance Case Study

This is a case study. Case studies are not timed separately. You can use as much exam time as you would like to complete each case. However, there may be additional case studies and sections on this exam. You must manage your time to ensure that you are able to complete all questions included on this exam in the time provided.

To answer the questions included in a case study, you will need to reference information that is provided in the case study. Case studies might contain exhibits and other resources that provide more information about the scenario that is described in the case study. Each question is independent of the other questions in this case study.

At the end of this case study, a review screen will appear. This screen allows you to review your answers and to make changes before you move to the next section of the exam. After you begin a new section, you cannot return to this section. To start the case study

To display the first question in this case study, click the button. Use the buttons in the left pane to explore the content of the case study before you answer the questions. Clicking these buttons displays information such as business requirements, existing environment and problem statements. If the case study has an All Information tab, note that the information displayed is identical to the information displayed on the subsequent tabs. When you are ready to answer a click the Question button to return to the question.

Background

Humongous insurance provides fleet automotive insurance. The company's accounting year is July 1st-June 31st.

They have experienced rapid growth by acquiring brokerages that have locations in Canada, the United States, and the United Kingdom.

The company is making a big push for the start of their second quarter on October 1st.

Current environment

- * United States salespeople are located in either the north, east south, west or national territory.
- * Only national territory sales team members can send quotes and invoices across multiple territories.
- * Sales managers route leads based on territory.
- * Salesperson1 and Salesperson2 are part of the south region and the national account respectively.
- * Salespeople cannot accurately report progression of sales and whether they are closed or still in process.
- * Manager and underwriter approval is communicated by email.
- * Many salespeople use different quote layouts.

Requirements

Territories

- * Each territory must be set up as a Business Unit for security.
- * Each territory must have the ability to qualify its own

leads.

Security

* National sales team members must have privileges in order to see sales and account information managed by the regional sales teams.

* Configure appropriate security for national and each regional sales.

Goals

* Salespeople's goals must roll up to their manager's goal.

* Goal metrices need to automatically calculate every 12 hours.

Quotes

* Set up version traceability for quotes.

* Quotes must be marked with the word "Final" when approved.

* Quotes and orders must be generated in their clients'

currency.

* Quotes and invoices must be able to be viewed across a variety of devices.

* Pricing must be standardized for insurance products while supporting tiered pricing across national and regional accounts.

Opportunities

* Closed opportunities that are won or lost must capture competitor information. The company wants a visualization built 'or the categories related to why the opportunities closed a certain way.

* When an opportunity is nearing time to quote, products should be added to the opportunity.

Other Requirements

* Simplify data entry and reduce dual data entry.

* Help salespeople and their managers keep track of where they are in the sales process.

* Use out-of-the-box reports where possible.

* Generate invoice numbers automatically.

* Begin invoice numbers with the letters INV.

* Allow managers to be able to view a diagram and drill down to leads converted in the last 30 days.

Issues

* Salespeople cannot identify the sales process stage process for each customer.

* Updated products are not easily updated within the product groups.

* There is no pricing tool.

* Salespeople must research each product every time they have to quote a customer on a product

* User A is unable to qualify leads.

* The manager follows the process on an approved quote but an error occurs.

* Client A purchases products from multiple regions for a single order.

* Not all products are available in regional pricelists or national pricelists.

NEW QUESTION: 3

Which term is used to describe the use of tools to selectively degrade portions of the cloud to continuously test business continuity?

- A. Expected Engineering
- B. Resiliency Planning
- C. Chaos Engineering
- D. Organized Downtime
- E. Planned Outages

Answer: C

NEW QUESTION: 4

Which statement describes a role of AXL communications in the BLF Plug-in Service of the Cisco Unified Attendant Console?

- A. The AXL communications is required after installation to verify that the specified CTI manager or managers and Cisco Unified Attendant Console versions match.
- B. The AXL communications enable Device Resolution Manager to resolve the device statuses of operator and system devices.
- C. The AXL communications allow registered attendants to log in to Cisco Unified Communications Manager and receive calls.
- D. The AXL communications is required after installation to verify that the specified CTI manager or managers and Cisco Unified CM versions.

Answer: D

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