Microsoft

Exam Questions MB2-866
Microsoft Dynamics CRM 2011 Customization and Configuration
1. What does VROOM stand for in the context of an HP Converged Infrastructure?
   A. Virtualized, Resilient, Orchestrated, Optimized, and Modular
   B. Virtualized, Resilient, Orchestrated, Ongoing, and Modular
   C. Virtualized, Robust, Orchestrated, Optimized, and Modular
   D. Virtualized, Robust Orchestrated, Optimized, and Managed
   Answer: A

2. Which type of costs can HP Systems Insight Manager (HP SIM) typically reduce?
   A. procurement
   B. administration
   C. server
   D. floor space
   Answer: B

3. What does the HP Converged Infrastructure Planning Service deliver for customer?
   A. demonstration of the capabilities of the HP BladeSystem Matrix by testing common scenarios
   B. awareness and insights into the concepts of shared services and converged infrastructure
   C. a clear roadmap with defined phases for the design of future IT infrastructures
   D. a clear financial plan to support new IT investments
   Answer: B

4. What is a business benefit of pooling and sharing resources in an HP Converged Infrastructure?
   A. The IT department can charge its costs to the business more accurately, which means improved cash flow.
   B. The time taken to launch new services is dramatically reduced, which improves time to revenue.
   C. IT resources do not need to be involved in storage provisioning, which releases them for maintenance activities.
   D. The IT department can provision servers and storage more quickly, which reduces the need for additional headcount.
   Answer: B

5. The HP BladeSystem Matrix can improve the ability to maintain service levels with built-in disaster recovery. By which percentage are recovery times improved as a result?
   A. 50%
   B. 60%
   C. 70%
   D. 80%

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6. What is a benefit of the HP Infrastructure Operating Environment?
   A. It helps IT resources to monitor and control IT systems through one main console.
   B. It helps drive maximum energy efficiency in the data center.
   C. It provides a shared service engine that provisions and adapts application environments in real-time.
   D. It provides a single operating system for all HP servers.
   Answer: C

7. In a difficult economic climate, customers scrutinize every major IT investment from a financial viewpoint. What should always be included in your business proposals?
   A. a strong business case including a return on investment and payback statement
   B. a detailed list of the product codes and the implementation plan
   C. an HP financial services summary
   D. the total cost of ownership over a six-year period
   Answer: A

8. In an uncertain economic climate, what must CIOs do to manage IT budgets, according to a recent statement from the Gartner Group?
   A. Increase IT spending in line with the rate of inflation.
   B. Determine IT spending based on business unit’s requirements.
   C. Assess IT requirements according to their business impact.
   D. Base IT spending increases relative to revenue achievement.
   Answer: C

9. HP Financial Services fall into which asset categories?
   A. transfer, buy-back, and repurposing
   B. transfer, renewal, and acquisition
   C. transfer, disposition, and acquisition
   D. disposition, renewal, and refurbishment
   Answer: B

10. SMART objectives help you to prepare and conduct meetings that make real progress for you and your customer. How should you use SMART objectives at the start of a customer meeting?
    A. outline your goals and then move to the first item on the agenda
    B. agree on the duration and goals for the meeting and then agree on the agenda
    C. outline the total cost of ownership over a three-year period that the customer can expect from HP
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D. agree on the agenda items with the customer and ask if they have any other objectives

Answer: B
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