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https://drive.google.com/open?id=1G2Q9OTJgx7SZcc8Qfe5WMZb6jQZd8qr4 NEW QUESTION 1Which two business model canvas building blocks are relevant to the VPC? (Choose two.) A. cost structureB. value propositionC. resourcesD. customer segmentE. revenue streams Answer: AC NEW QUESTION 2What does "A" stand for in the RACI matrix? A. accountableB. appropriateC. actionableD. achievable Answer: AExplanation:RACI is an acronym derived from the four key responsibilities most typically used: Responsible, Accountable, Consulted, and Informed.

https://en.wikipedia.org/wiki/Responsibility_assignment_matrix_NEW_QUESTION 3Which two business activities in Porter's business value chain are primary activities instead of support activities? (Choose two.) A. human resource managementB. inbound logisticsC. technological developmentD. marketing and salesE. firm infrastructure Answer: BDExplanation: https://www.mindtools.com/pages/article/newSTR_66.htm_NEW_QUESTION 4Which two steps are part of the Seven Elements Framework? (Choose two.) A. know personal historyB. relationshipC. compromiseD. detailed talk trackE. options Answer: BEExplanation:https://www.pon.harvard.edu/tag/seven-elements/ NEW_QUESTION 5With regard to customer journey mapping, which factor has the greatest impact on how a customer feels about an organization? A. moments of truthB. low price guarantee C. best customer serviceD. ease of doing business Answer: C NEW_QUESTION 6When you write a business proposal, which two types of information must you consider? (Choose two.) A. a business motivation modelB. the Seven Elements FrameworkC.

direct and indirect benefitsD. risk identification and risk managementE. a business model canvas Answer: CD NEW QUESTION 7Which tool do you use to establish a process for communication planning? A. Value Proposition CanvasB. Seven Elements FrameworkC. Business System ModelD. Business Proposal Answer: B NEW QUESTION 8Which aspect of a business do KPI measure? A. regulatory complianceB. the key priorities of an organizationC. the quality of how an organization performsD. progress against tactical goals Answer: D NEW QUESTION 9What is an outcome of opportunity validation? A. the value propositionB. the cost structureC. the appropriate personnel to involveD. customer knowledge of the business Answer: C NEW QUESTION 10Which tool focuses on enabling customers to spend the least amount of time to reach their goal? A. lean consumption modelB. lean service managementC. culture mapD. customer journey map Answer: D NEW QUESTION 11What are two the two best times to create a capability gap analysis? (Choose two.) A. during the Research and Analyze phase of business focusB. during the Develop and verify phase of business focusC. during the Design phase of technical focusD. during the Discover phase of technical focusE. after you complete the BMC Answer: BE NEW QUESTION 12Which definition of gross profit is true? A. financial consequences of investments and actionsB. capital and operating expendituresC. income that remains after considering the cost of goods soldD. administration and sales expenses necessary to run day-to-day operations Answer: C NEW QUESTION 13..... Download the newest PassLeader 840-450 dumps from passleader.com now! 100% Pass Guarantee! 840-450 PDF dumps & 840-450 VCE dumps: https://www.passleader.com/840-450.html (80 Q&As) (New Questions Are 100% Available and Wrong Answers Have Been Corrected! Free VCE simulator!) P.S. New 840-450 DTBAD dumps PDF: https://drive.google.com/open?id=1G2Q9OTJgx7SZcc8Qfe5WMZb6jQZd8qr4