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NEW QUESTION: 1

承認された見積もりの☒☒エラーの原因を特定する必要があります。

エラーが発生するのはなぜですか？

- A. 見積もりは削除されました。
- B. 見積もりはアクティブ状態です。
- C. 機会はmアクティブ状態です。
- D. 見積もりテンプレートはアクティブモードです。

Answer: B

Explanation:

Topic 1, 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 mettables 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 for 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
- * UserA is unable to qualify leads.
- * The manager follows the process on an approved quote but an error occurs.
- * ClientA purchases products from multiple regions for a single order.
- * Not all products are available in regional pricelists or national pricelists.

NEW QUESTION: 2

Which of the following is a networking protocol that provides centralized Authentication,

Authorization, Accounting management for computers to connect use a network service?

- A. PEAP
- B. Kerberos
- C. MS-CHAP v2
- D. RADIUS

Answer: D

NEW QUESTION: 3

Which three options are competitive advantages of Cisco wireless solutions? (Choose three.)

- A. Access points support only the centralized deployment model.
- B. Access points support only the distributed deployment model
- C. Improved WLAN reliability is provided
- D. Management and administration via Cisco SIO make deployment easy.
- E. Simplified and intuitive WLAN management and troubleshooting are provided.
- F. Integrated security with wireless threat detection and mitigation is provided.

Answer: C,E,F

NEW QUESTION: 4

What ICD-9-CM coding scheme is used to show that a therapeutic abortion resulted in a live fetus?

- A. abortion by type; V27 code (outcome of delivery)
- B. therapeutic abortion
- C. spontaneous abortion; V30 code to show a newborn birth
- D. code 644.21, early onset of delivery; V27 code (outcome of delivery)

Answer: D

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