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SDM Certification - NI

Nokia SDM 2002001050

Version Demo

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QUESTION NO: 1

Which are the 3 key players in the Sales Phase according to the TRICORN model?

- A. Company owner, solution architect and project manager.
- B. Case owner, customer solution owner and delivery project owner.
- C. Case owner, company owner and solution architect.
- D. Care manager, project manager and logistics manager.

ANSWER: B**QUESTION NO: 2**

Which inputs are needed when doing the service demand plan update for a project?

- A. Project organisation chart, rollout schedule and WBS code.
- B. Line organisation chart, needed number of people and needed time frames.
- C. Rollout schedule, needed number of people, needed skills and needed time frames.
- D. Material list, rollout schedule and needed time frames.

ANSWER: C**QUESTION NO: 3**

Which of the following are typical milestones from TI scope of work?

- A. IS13.1 Main Equipment on Site, MS14 Delivery Acceptance, MS15 Implementation starts and MS16 Implementation Ends.
- B. MS15 Implementation starts and MS16 Implementation Ends.
- C. MS11 Construction Works starts and MS17 Site Acceptance.
- D. MS12 Construction Works ends and MS13 Ready for Implementation.

ANSWER: A**QUESTION NO: 4**

If the project has accepted the supplier work and updated the progress tracking tool, what is the next step for a project which is not using RTI 4.0 (Real Time Interface version 4)?

- A. Cost & Progress manager (EVM) updates SAP with the Billing Block release date.
- B. Cost & Progress manager (EVM) updates SAP with the Goods Receipt date.
- C. Logistics coordinator updates SAP with the Billing Block release date.
- D. Logistics coordinator updates SAP with the Goods Receipt date.

ANSWER: D

QUESTION NO: 5

What are the defined Gates in the NSN Sales Work Flow?

- A. 1. Customer Selection
2. Go/No Go
3. Bid/No Bid
4. Approval/No Approval
5. Deal/No Deal
6. Start Delivery
- B. 1. Receive the RFQ
2. Define Bid Team
3. Create Customer Offer
4. Negotiate Contract
5. Prepare Project Plan
- C. 1. Identify Customer Needs
2. Develop a Solution
3. Prepare Commercial Offer
4. Negotiate Contract
5. Prepare PTA
- D. 1. Receive RFQ
2. Develop Solution
3. Prepare Commercial Offer
4. Negotiate Contract
5. Prepare for Delivery

ANSWER: A

QUESTION NO: 6

Which of the following options describes the basic sequence of turnkey site process phases?

- A. 1. Site Search 2. Site Selection 3. Permitting 4. Site Design 5. Leasing 6. Construction Works 7. Telecom Implementation 8. Site Acceptance

B. 1. Site Design 2. Site Search 3. Site Selection 4. Leasing 5. Permitting 6. Construction Works 7. Telecom Implementation 8. Site Acceptance

C. 1. Site Search 2. Site Acceptance 3. Leasing 4. Site Design 5. Permitting 6. Construction Works 7. Telecom Implementation 8. Network Optimization

D. 1. Site Search 2. Site Selection 3. Leasing 4. Site Design 5. Permitting 6. Construction Works 7. Telecom Implementation 8. Site Acceptance

ANSWER: D

QUESTION NO: 7

What are the key milestones to be revised if a project is suffering delays in the schedule?

- A.** Final Acceptance and Invoicing
- B.** Equipment Delivery
- C.** The ones in the critical Path
- D.** All the milestones considered critical by the Customer

ANSWER: C

QUESTION NO: 8

An accuracy KPI has dropped significantly compared to previous periods. After some initial checks it turns out that the data is correct. What is the right way to proceed?

- A.** Organize a meeting with NPO in order to make a action plan to improve.
- B.** Communicate the deviation to the project stakeholders
- C.** Organize a meeting with key team members in order to identify root causes and make an action plan to improve.
- D.** Inform the CT head on the next CT meeting.

ANSWER: C

QUESTION NO: 9

What is the purpose of the Change Management module of IPM?

- A.** Tracking additional Resources
- B.** Tracking additional PO's for suppliers due to Quality issues.
- C.** Documentation tracking

D. Track and follow up of deviations from baselines

ANSWER: D

QUESTION NO: 10

Which of the following inputs are part of the Sales to Delivery handover?

- A. As sold cost estimate, project plan and PTA.
- B. Customer PO, draft of the contract and schedule.
- C. Cost assumptions, cost county database updated and risk log.
- D. PTA, RFQ and approved cost baseline.

ANSWER: A