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## WGU VPC2Data-Driven Decision MakingC207 Sample Questions (Q53-Q58):

### NEW QUESTION # 53

Which graphical representation depicts the steps that compose a process?

- A. Scatterplot
- B. Histogram
- **C. Flowchart**
- D. Control chart

**Answer: C**

Explanation:

A flowchart is the graphical tool used to depict the sequential steps that compose a process. In data-driven decision making and quality management, flowcharts visually represent how inputs move through a series of activities to produce outputs. This makes

them essential for understanding, documenting, and improving processes.

Flowcharts use standardized symbols to show actions, decisions, inputs, and outputs. By mapping each step, organizations can identify inefficiencies, bottlenecks, redundancies, and opportunities for improvement. They are commonly used during process analysis, root-cause analysis, and continuous improvement initiatives.

Histograms display the distribution of numerical data, control charts monitor process variation over time, and scatterplots examine relationships between variables. None of these tools are designed to show step-by-step workflows.

Therefore, the correct answer is C, flowchart.

#### NEW QUESTION # 54

A firm seeks to sharply reduce sales lead times to enhance sales effectiveness and productivity. Which action should the firm take to accomplish this?

- A. Increase the research and development budget
- B. Implement additional quality assurance measures
- C. Prepare a media campaign
- D. Deploy a customer relationship management tool

**Answer: D**

Explanation:

To sharply reduce sales lead times, the firm should deploy a customer relationship management tool. A CRM system helps organize customer information, automate follow-up processes, track sales opportunities, streamline communication, and improve coordination across the sales cycle. By reducing manual delays and improving access to customer data, a CRM can make the sales process faster and more efficient, directly supporting stronger sales effectiveness and productivity. Increasing the research and development budget would not address sales-cycle speed. Preparing a media campaign may generate interest or leads, but it does not necessarily reduce the time required to move prospects through the sales process. Additional quality assurance measures are more relevant to process quality and defect prevention than to reducing lead times in sales operations. Because the objective is to improve the speed and efficiency of handling prospects and customers, the most targeted and practical solution is the deployment of a CRM tool. Therefore, the correct answer is to deploy a customer relationship management tool.

#### NEW QUESTION # 55

A political ballot gives voters the option to vote for one of three candidates. Eight voters cast their ballots. Which statistical rule should be used to determine the possible voting outcomes?

- A. Bayes' theorem
- B. Combination
- C. Multiplication principle
- D. Conditional probability

**Answer: C**

Explanation:

The multiplication principle is used to determine the number of possible outcomes when multiple independent choices occur in sequence. In data-driven decision making and probability theory, this rule applies when each event has a fixed number of outcomes and each outcome is independent of the others.

In this scenario, each of the eight voters can independently choose one of three candidates. The total number of possible voting outcomes is calculated by multiplying the number of choices available for each voter.

Because the voters act independently and order matters in counting outcomes, the multiplication principle is the correct method.

Conditional probability applies when outcomes depend on prior events, Bayes' theorem updates probabilities based on new information, and combinations are used when order does not matter. None of these fit the structure of this problem.

Therefore, the correct answer is A, multiplication principle.

#### NEW QUESTION # 56

A hospital hires a third-party company to train its surgery team on the latest techniques and assess the team's current procedures in the operating room.

Which results-based management (RBM) stage is represented in this scenario?

- A. Activities
- B. Input
- C. Output
- D. Outcome

**Answer: A**

Explanation:

In results-based management (RBM), activities represent the actions undertaken to achieve desired outputs and outcomes. In data-driven decision making, activities include training, assessments, and implementation efforts.

Hiring a third-party company to train staff and assess procedures is an action being performed, not the result of that action. Inputs would include funding or resources, outputs would be trained staff or reports, and outcomes would reflect improved surgical performance.

Therefore, the correct answer is D, activities.

#### NEW QUESTION # 57

Which tool should be used to closely monitor inputs and outputs?

- A. Business process diagram
- B. Individual pro forma statements
- C. Joint financial statements
- D. SIPOC diagram

**Answer: D**

Explanation:

ASIPOC diagram (Suppliers, Inputs, Process, Outputs, Customers) is specifically designed to closely monitor and understand the flow of inputs and outputs within a process. In data-driven decision making and quality management, SIPOC diagrams provide a high-level view of how value is created and delivered.

By clearly identifying suppliers and inputs at the start of a process and outputs and customers at the end, organizations can assess whether inputs meet requirements and whether outputs align with customer expectations. This visibility helps identify inefficiencies, gaps, or quality issues early in the process lifecycle.

Business process diagrams focus on workflow steps but do not emphasize supplier-input and output-customer relationships.

Financial statements and pro forma statements are financial planning tools and are not designed for operational process monitoring.

Therefore, the correct answer is C, SIPOC diagram.

#### NEW QUESTION # 58

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