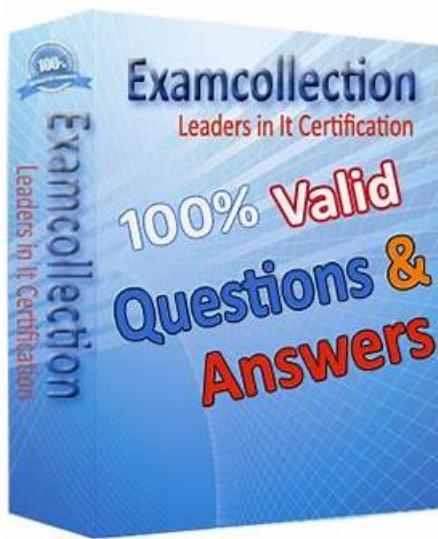


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Peoplecert ITIL 4 Specialist: Business Relationship Management Sample Questions (Q25-Q30):

NEW QUESTION # 25

An organization has created a value stream to define new or changed service level agreements (SLAs).

What TWO activities in this value stream are most likely to include contributions from a business relationship management practice?

1. Identify customer requirements
2. Create a draft SLA
3. Verify that SLA is achievable
4. Negotiate agreed SLA

- A. 1 and 4
- B. 1 and 2
- C. 3 and 4
- D. 2 and 3

Answer: A

Explanation:

BRM engages in understanding and capturing customer requirements (activity 1) and plays a key role in negotiating the agreed SLA (activity 4) to ensure alignment with stakeholder expectations.

NEW QUESTION # 26

In the context of the capability model, what are the capability criteria for each practice success factor mapped to?

- A. Key metrics
- B. The service value system
- C. One of the four dimensions of service management
- D. The organization's strategy

Answer: A

Explanation:

Capability criteria are specific, measurable attributes of success factors and are directly mapped to key metrics used to assess practice performance.

NEW QUESTION # 27

Which is an example of the 'Prepare the team' step of Gemba walks?

- A. A business relationship manager informs staff of a future Gemba walk of the value stream for creating a new service
- B. A relationship manager records the findings of observing the negotiation of service targets
- C. A relationship manager discusses the findings of a Gemba walk with other stakeholders
- D. A relationship manager asks another manager to join the Gemba walk for onboarding new customers

Answer: A

Explanation:

"Prepare the team" involves informing and readying participants for the upcoming Gemba walk; notifying staff about the future observation aligns with that preparatory activity.

NEW QUESTION # 28

Which TWO means of automation should an organization use to check whether its business relationship models can be applied to a particular situation?

1. Workflow management tools
2. Mind mapping

3. Analysis and reporting tools
4. Knowledge management and sharing tools

- A. 3 and 4
- B. 1 and 4
- C. 1 and 2
- D. 2 and 3

Answer: A

Explanation:

Analysis and reporting tools can automatically evaluate data and metrics to determine if a given relationship model is suitable. Knowledge management and sharing tools provide accessible repositories of models and contextual information to support automated decision-making on applicability.

NEW QUESTION # 29

Which is an example of 'Analysing the Voice of the customer'?

- A. Interpreting feedback from customers about a software application and prioritizing actions
- B. Surveying customers about their opinions of a new software application
- C. Performing regular reviews of 'Voice of the customer' activities
- D. Responding to a customer regarding their concerns about relationship management activities.

Answer: A

Explanation:

Analysing the Voice of the Customer involves reviewing and interpreting customer feedback to identify priorities and actions, which is exemplified by interpreting feedback and prioritizing actions.

NEW QUESTION # 30

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