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## PRINCE2 Practitioner Exam Sample Questions (Q229-Q234):

### NEW QUESTION # 229

It is now late October and the project is in stage 3. The label design competition has been held and the photos of the staff have been taken. The CEO and Marketing Director still need to choose the winning label design and the 12 photos for the calendar. However, the Executive has learned that two competitors are issuing calendars to MNO's customers by the middle of November. After analyzing the impact of this Issue, one of the options the Project Manager has presented to the Project Board is to close the project prematurely.

There are a number of key facts relating to this project that would need to be recorded if the project Y-e to be closed now. Which product should show that without the calendar the company is going to experience difficulties recovering its decline in orders, and alternative solutions are required if the company is going to recover its position?

- A. End Project Report
- B. Risk Register
- C. Benefits Review Plan
- D. Exception Report

Answer: A

#### NEW QUESTION # 230

While producing the Team Plan to deliver the agreed Work Package, it became apparent that the user representatives assigned 10 check some of the products were unsuitable.

Which 2 actions should the Team Manager take in response to this situation?

- A. Discuss the situation with Project Assurance and agree the changes or additions to the reviewers. Advise the Project Manager of this risk.
- B. Notify the Project Manager by raising an Exception Report explaining that the original reviewers are unsuitable.
- C. Ensure the Quality Register is updated with details of the agreed amendments to the reviewers.
- D. Consult the Senior Supplier to assign suitable reviewers.

Answer: A,D

#### NEW QUESTION # 231

Scenario

Additional Information

During the initiation stage the Project Manager met with the Marketing Director to find out more about the requirements of the promotional calendar and recorded the following notes:

There has been a reduction in the order numbers at the MNO Manufacturing due in part to the increased marketing activities of its competitors. 10% of customers have not re-ordered in this financial year and staff morale is poor. A number of skilled staff have left as a result and replacement staff have not been recruited due to the reduced operation. If the project is successful, a recruitment campaign will be required to fill the existing staff vacancies and there may be a requirement for additional staff. Operational costs are likely to increase because skilled staff are expensive and difficult to find.

In financial terms, there were a total of 1,500 orders in the last financial year, each with an average profit of £2k. The Marketing department believes that sending a promotional calendar to our current and prospective customers would increase orders by at least 10% with a minimum of 10 further orders from the list of prospective customers within 12 months from the date of distribution.

The Marketing Director will be funding the project from the business marketing budget. She believes that the effect of a good company image portrayed by a successful calendar would last into a second year. She has forecast the same increase in orders for a second year and predicts that the annual employee satisfaction survey will show a measurable improvement in staff morale.

A number of alternatives were explored, including:

20% discount for all repeat customers - not cost-effective and very short term

□ A promotional calendar as a free Christmas gift - would target current and prospective customers and

□ the benefits would last into a second year

A series of television and press advertisements was too expensive

□ A direct mail shot to all customers - benefit would be short term

□ Creation of an internet website - would not suit all customers

□ The calendar is seen as the favored option, as long as the company's competitors do not increase their marketing activity. Whilst the Marketing department wants a very high quality, glossy product, the project management team must be aware of the cost this will incur.

Which 2 statements should be recorded under the Timescale heading?

- A. A recruitment campaign to fill the existing staff vacancies will need to take place in the next 12 months.
- B. Benefits will be lost if the project is not completed on time.
- C. The print company requires a 2 week notification period of the calendar pack delivery.
- D. The prepared calendar pack must be delivered by the first week in December.
- E. Additional 10% increase in orders in year two.

**Answer: D,E**

#### NEW QUESTION # 232

The work package to produce the 'updated corporate quality procedures' was created during stage 3. Before accepting the work package, the team manager produces the team plan and finds that the expected delivery date is unrealistic. As a result, the project manager agrees an extra two weeks to complete the work package, within the current stage tolerance. The work package is then accepted by the team manager.

Is this an appropriate application of the 'manage product delivery' process, and why?

- A. Yes, because the team manager should set the time required to complete a work package.
- B. No, because the use of the stage time tolerance should be authorized by the project board.
- **C. Yes, because the team manager should agree the limits within which the work is to be completed.**
- D. No, because the work package, defined by the project manager, should not be changed.

**Answer: C**

#### NEW QUESTION # 233

Which 2 statements explain why the Marketing Director should be appointed as the Executive for this project?

- A. She has been with the company for three years.
- **B. She is able to represent the business needs of MNO Manufacturing.**
- C. She previously had a successful career in publicity.
- **D. She has authority to commit the marketing budget, from which the project will be funded.**
- E. She requires more experience working with the engineering industry.

**Answer: B,D**

#### NEW QUESTION # 234

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