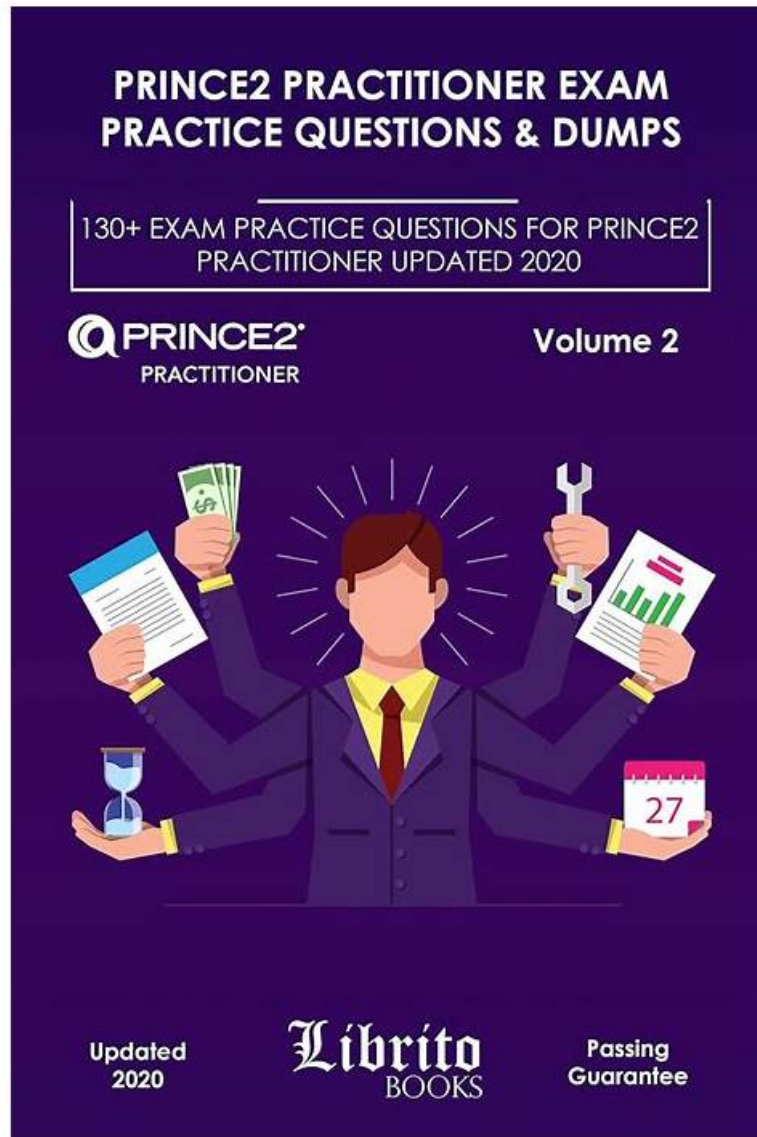


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## Exam Testking

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### PRINCE2 Practitioner Exam Sample Questions (Q96-Q101):

#### NEW QUESTION # 96

Project Scenario - Health and Safety Training Project:

ABC Company is a well-established training company that uses a standard model to develop training materials and deliver courses to customers.

ABC Company has commissioned a project in response to recent changes in government legislation relating to health and safety on construction sites. The project will deliver "capability to provide health and safety training", including the materials needed for classroom-based training and e-learning. The expected benefits for construction companies include a reduction in lost days and legal costs due to accidents.

The e-learning course will be developed by a specialist external consultancy. The materials for classroom-based training will be delivered by ABC Company's development team. All course materials will be piloted before they are used. ABC Company will deliver training to its customers and also hopes to sell the course materials to other training companies as part of their operational business. ABC Company will use their own sales and marketing departments to promote the courses.

The legislation requires construction companies to comply with the new legislation within two years. The course materials and trainers have to be accredited by a government agency before courses can be delivered.

ABC Company is planning to deliver pilot courses within five months of starting the project.

The ABC Company standard development model for new courses recommends the following stages:

End of the Project scenario.

Additional Information:

The Chief Executive Officer (CEO) founded the company five years ago. Under her leadership, ABC Company has grown quickly into a successful training company. It delivers a range of accredited professional training.

The Finance Director is also a founder member of ABC Company and is responsible for authorizing budgets for the Operations and Development Teams. She authorizes all large contracts personally.

The Purchasing Manager reports to the Finance Director and is responsible for managing and monitoring supplier contracts.

The Operations Director is responsible for the delivery of all training and for the training development budget. His department organizes courses, venues and trainers. They work with the Product and the Sales teams to provide a comprehensive training schedule. ABC Company's IT manager reports to the Operations Director.

The Business Development Director has recently been appointed to identify new training needs and propose new products. She will work with the Operations Director to ensure a cost-conscious approach and that appropriate development technologies are used for the health and safety course.

The Training Development Manager reports to the Business Development Director and is responsible for developing training materials and gaining accreditation, in accordance with the standard course development model. Course developers in his team have skills in a range of development technologies and are allocated to projects as needed.

The Training Delivery Manager, who reports to the Operations Director, is responsible for ensuring that internal and external trainers deliver ABC Company training courses to the required standard. He also checks course materials to ensure they are fit for purpose and of the required quality.

The Central Services Director has responsibility for corporate communications, facilities management and configuration management. He recently led a project to consolidate all company quality systems into one quality management system and set up a corporate quality department, now managed by the Corporate Quality Manager.

The Corporate Document Manager reports to the Central Services Director. She helped establish the company's document management system and now operates it across the business. She manages a team of administrators and contracts staff when workload is high.

The Sales Director joined ABC Company two months ago and is keen to establish himself by suggesting new markets for the courses and material. All account managers and the marketing team report to him. They promote existing training courses to other training companies and existing customers.

End of the additional information.

#### STARTING UP A PROJECT

Here are three actions carried out during the 'starting up a project' process.

As part of which activity (A-F) should each action occur?

Choose only one activity for each action. Each activity can be used once, more than once, or not at all.

**Answer:**

Explanation:

□ Explanation

### NEW QUESTION # 97

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 (GBP)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 Expected dis-benefits heading?

- A. Because the Calendar project is a priority for the MNO Manufacturing Company, the  
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delivery of other projects within the Marketing department will be delayed.
- B. Individuals in the engineering team who are not selected to appear in the calendar photographs will become de-motivated.
- C. A high quality, glossy product will involve additional costs.
- D. The calendar may not result in the 10 further orders from the list of prospective customers in 12 months.
- E. The calendar may not result in the expected 10% increase in orders.

Answer: A,B

### NEW QUESTION # 98

Which role is responsible for providing the customer's quality expectations and acceptance criteria for the project?

- A. Executive
- B. Senior User
- C. Corporate or Programme Management
- D. Project Assurance

Answer: B

### NEW QUESTION # 99

Using the Project Scenario and the Extract from Stage Plan for stage 3 provided as additional information for this question in the Scenario Booklet, answer the following 5 questions.

The Stage Plan for stage 3 has been produced.

The Engineering Manager insists that there are to be no interruptions to operations whilst photographs are being taken of the engineering staff performing their everyday duties and operating machinery. Two weeks ago the professional photographer produced the photo session schedule based on the operational staff schedule.

The operational staff schedule is produced weekly and maintained by the Engineering Manager.  
None of the E500 change budget has been used to date and this is available for the stage.  
Which 2 statements apply to the Monitoring and control section?

- A. Move entry 12 because the Highlight Reports are deliverables of this stage and should be shown under Product descriptions.
- **B. Delete entry 11 because this relates to the monitoring and controlling of the Project Plan, not the Stage Plan.**
- **C. No change to entry 12 because this describes how the Project Board will control the stage.**
- D. Delete entry 13 because this is part of the Controlling a Stage process.
- E. Delete entry 14 because the Product Status Account is NOT an ad-hoc report. It is produced at the end of each stage to identify any variations between planned status, reported status and actual status of the stage's products.

**Answer: B,C**

#### **NEW QUESTION # 100**

PRINCE2 proposes 3 levels of Plan, which are they?

- A. Initiation, Project and Benefit Review Plans
- **B. Project, Stage and Team Plans**
- C. Project, Stage and Exception Plans
- D. Initiation, Project and Stage Plans

**Answer: B**

#### **NEW QUESTION # 101**

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