

# Free Questions for CIMAPRA19-E03-1 by dumpssheet

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# **Question 1**

**Question Type:** MultipleChoice

Information Systems (IS) strategy is correctly defined as:

## **Options:**

- A- The planning, organizing, investment and control of information applications in the organization.
- B- Identifying the information needs of the organization and aligning development to them.
- C- Decisions on the hardware, software and communications solutions used in the organization.
- D- The roles and structure of information specialists in the organization and their relationship with users.

### **Answer:**

В

# **Question 2**

Directors have a duty to shareholders and other stakeholders and are required to promote the success of the company.

Which THREE of the following are valid roles and responsibilities of directors? (Choose three.)

### **Options:**

- A- To be responsible for keeping all external stakeholders satisfied.
- B- To have regard for the interests of the company's employees.
- C- To focus only on maximizing company profits.
- D- To consider the likely consequences of any decision in the long term.
- E- To avoid conflicts of interest and of duties.

### **Answer:**

B, D, E

# **Question 3**

M has been appointed as an external change agent to lead and implement a large scale re-structuring strategy which is being undertaken by a large bank. M has been appointed due to his extensive experience in a wide range of organizational re-structuring programmes. This re-structuring strategy will involve a large number of redundancies and the implementation of a new organization-wide management reporting system. M will need to work with staff from all departments and levels of the organization. The Board of Directors of the bank believes that an external change agent will bring more benefits to the change process than using an internal change agent.

Which of the following are the most likely benefits that could be achieved by the bank by appointing an external change agent to lead and implement the re-structuring strategy? (Choose all that apply.)

## **Options:**

- A- The change process should be less costly if an external change agent is appointed.
- B- The bank can exploit the specialist expertise of the external change agent.
- C- As a dedicated resource, the external change agent can give more time to the change process.
- D- The external change agent will be more objective in decision-making than an internal change agent.
- E- The external change agent will have better relationships with the bank employees than an internal change agent.
- F- The speed of delivery of the change process will be quicker when using an external change agent.

#### **Answer:**

D, F

# **Question 4**

**Question Type:** MultipleChoice

A direct external change trigger is:

# **Options:**

- A- A general increase in the use of the Internet by society.
- B- An economic recession in an organization's home country.
- **C-** A powerful competitor forcing an organization to cut its prices.
- D- The introduction of new environmental protection policies by the government.

#### **Answer:**

D

# **Question 5**

Country W hosts a large music competition every 5 years, which is attended by many international musicians. The success of the competition is dependent upon effective Customer Relationship Marketing being established with many different market groups around the world. These include music colleges who send their students, broadcasting companies who broadcast the event on radio and television, audience members, online ticket sellers and music journalists who write about the competition in specialist journals.

Using Payne's 'Six Markets Model', which of the following is the correct classification for the music journalists writing about the competition?

## **Options:**

- A- Customer market
- **B-** Supplier market
- C- Referral market
- **D-** Influence market

#### **Answer:**

D

# **Question 6**

'Big data' refers to datasets whose size is outside the ability of typical database software tools to capture, store, manage and analyze.

Which of the following statements is NOT a valid statement with regard to 'big data'?

### **Options:**

- A- 'Big data' will require the right infrastructure, incentives and safeguards to address public concerns.
- B- As technology advances overtime, the size of datasets that qualify as 'big data' will also increase.
- C- The definition of 'big data' can vary by sector, depending on the software tools and dataset sizes common to a particular industry.
- D- Sufficient analytical and managerial talent is available to exploit the opportunities associated with 'big data'.

#### **Answer:**

Α

# **Question 7**

### **Question Type:** MultipleChoice

PQR is a charity which has an excellent reputation within its home country. PQR employs over 300 highly experienced staff and has 200 skilled volunteers. PQR's funding mainly comes from donations from the public but its public profile is low compared to larger, more

publicized charities.

Due to a recent recession, public donations to PQR have fallen in the last five years, but demand for its services continues to grow.

The government of the country in which PQR operates is encouraging greater collaboration between charities and there have been several recent successful mergers within the charity sector. PQR has recently been approached by a high profile and well funded charity, DDD, with a merger proposal. DDD offers complementary services to those offered by PQR.

Which TWO of the following factors would most likely be considered as an 'opportunity' for PQR? (Choose two.)

# **Options:**

- A- Highly experienced staff
- B- Donations from the public
- C- Growing demand for its services
- D- The excellent reputation of DDD
- E- Merging with DDD

### **Answer:**

A, C

# **Question 8**

### **Question Type:** MultipleChoice

Which of the following would be likely to encourage an organization to use Scenario Planning? (Choose all that apply.)

## **Options:**

- A- The organization often experiences 'group-think', leading to a narrow view of the future.
- B- Competitor's are increasingly using Scenario Planning as part of their strategy formulation process.
- **C-** The organization has achieved all of its objectives and operates within a stable external environment.
- D- The organization has not previously experienced any major surprises or expensive strategic mistakes.
- E- Uncertainty in the industry is high, relative to management's ability to predict or adjust to change.

#### **Answer:**

C, E

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