

Nokia SDM 2002001050 Exam

Volume: 160 Questions

Question No : 1

What is the BEST timing to review the Estimate at Completion (EAC)?

- A. During the planning phase, in order to anticipate all possible risks.
- B. During project closure in order to consistently explain the Project results.
- C. During the entire project lifecycle, typically once per month.
- D. Each time the Cost and Progress Manager requests support to review cost deviations.

Answer: C

Question No : 2

What is the meaning of 'Staged Acceptance Procedure'?

- A. It is a procedure used in rollout projects with separate customer acceptance milestones for Site Acquisition, Construction Works, Equipment Delivery, Telecom Implementation and Network Design.
- B. It is a procedure in rollout projects where we limit Cluster Acceptance to only one cluster in the network, the so-called 'Golden Cluster'.
- C. It is a procedure in rollout projects where several customer acceptances are accumulated so the number of separate customer invoices can be reduced.
- D. It is a procedure where the customer accepts the network if he does not formally submit objections against acceptance.

Answer: A

Question No : 3

NSN is under pressure to keep Customer deadlines but PO has not yet been received. Under what circumstances can a PO be issued to the subcontractor?

- A. If the deadline is really critical for the Customer, PM must take the responsibility to execute the Rollout.
- B. PM must escalate the issue and request for a formal approval from CT.

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C. PM requests subcontractor to start work without NSN PO - that will be issued when we get out PO from the Customer.

D. PM will not subcontract services without a Customer PO.

Answer: D

Question No : 4

To which of the following NI tools is SAP P20 linked?

A. IPM

B. Rollo

C. NRisk

D. E-doc

Answer: A

Question No : 5

A decreasing PARD (Project Asset Rotation Days) KPI is contributing to...

A. ..improve the cash flow of the CT (and NSN).

B. ..improve the Gross Margin of the CT (and NSN)

C. ...improve the Gross Margin of NI LoB (and NSN).

D. ...decrease the SILT KPI.

Answer: A

Question No : 6

NSN orders the I&C from a subcontractor. The subcon, not completely familiar with this new equipment, requires an NSN technician to complete the service. How to proceed ?

A. The technician is immediately provided to properly support our subcon and quickly complete the service (speeding up the site acceptance, allowing therefore a quick active invoicing and cash collection).

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- B. The technician will support the subcon only after the new created change request is approved.
- C. A new change request is created and approved by PM, then the technician is provided to support the subcon; the claim vs. subcon is applied just after the service is completed and then the internal acceptance is provided.
- D. A new change request is created and approved by PM, then the technician is provided to support the subcon; anyway the internal acceptance is not provided because of his incompetence.

Answer: C

Question No : 7

There is a shortage in the delivery of a certain type of antenna needed for sites in your project. The customer is pushing you to complete the installations. What's the best way to proceed ?

- A. Tell the Customer that we have a force majeure issue that will impact the rollout and you will push Logistics to deliver the required antenna.
- B. Install a different antenna with similar characteristics and proceed with the rollout.
- C. Notify the Customer about the issue and propose acceptable alternatives supported by Network Planning experts.
- D. Install a different antenna and replace it later when the correct model arrives.

Answer: C

Question No : 8

How should 4C planned services costs be updated?

- A. With estimates based on customer PO's.
- B. With estimates based on equipment delivery forecast.
- C. With CPM estimates based on MRA and schedule updates.
- D. With monthly inputs from PM and CPM joint analysis of project planned costs.

Answer: D

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Question No : 9

What is NOT a primary characteristic of a risk?

- A. Cause of risk.
- B. Risk event.
- C. Risk effect.
- D. Mitigation plan.

Answer: D

Question No : 10

What are examples of key components to the development of a Site Process?

- A. Milestone List, Share of Responsibilities and Invoicing Triggers.
- B. Change Management process and Communication Plan.
- C. Master Schedule, WBS and Rollout Plan.
- D. Work Packages, WBS and Invoicing Triggers.

Answer: A

Question No : 11

Internal acceptance is a milestone that will trigger:

- A. SAP Billing block released.
- B. SAP Goods Receipt.
- C. Customer invoicing.
- D. Cost Estimation To Completion (ETC).

Answer: B

Question No : 12

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What are examples of relevant inputs to Project Plan preparation?

- A. PMBok.
- B. Customer RFQ and Customer Implementation Requirements (priority, site specifications), besides the sub plans that PM considers relevant.
- C. Cost Plan, Schedule and Quality Plan.
- D. All inputs defined in the NSN Project Plan Template.

Answer: B

Question No : 13

What is the main advantage of site based operations (ordering-acceptance-invoicing payment) towards the subcontractors.

- A. NSN has lowest financing expenses hidden in subcontractor site cost and lowest risk of non quality costs.
- B. constant cash flow keeps subcontractor away from artificial claims.
- C. It is compliant with NSN SAP delivery concept and automated order-invoice process keeps the logistics cost low.
- D. NCC can be tracked per site.

Answer: A

Question No : 14

What are the defined Gates in the NSN Sales Work Flow?

- A.
 1. Customer Selection
 2. Go/No Go
 3. Bid/No Bid
 4. Approval/No Approval
 5. Deal/No Deal
 6. Start Delivery

B.