

**Exam Number/Code:**M2010-720

**Exam Name:** TRIRIGA Real Estate and  
Facility Management  
Sales Mastery Test v1

**Version:** Demo

QUESTION NO: 1

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Simplified navigation and control, adaptive portal layouts and streamlined application processes
- B. Comprehensive suite of operational and analytical applications
- C. Single technology platform, scalability and enterprise interoperability
- D. All of the above

Answer: C

QUESTION NO: 2

Identify the license type which allows converting a concurrent core license to the Integrated Workplace Manager (IWM) license.

- A. Allowed under the S&S contract
- B. One-time upgrade license
- C. Trade-up license
- D. Must purchase an additional IWM license

Answer: C

QUESTION NO: 3

What is a benefit of the TRIRIGA Workplace Enterprise-Class Application system?

- A. A single suite of modular applications that manages across the entire workplace function
- B. Five low-cost stand-alone applications integrated using Omnibus and SOAP interfaces
- C. Automates EH&S regulatory compliance
- D. Fully compliant with Sarbanes-Oxley regulatory requirements

Answer: A

QUESTION NO: 4

All pricing includes first year maintenance and support.

- A. True
- B. False
- C. Only for first-time purchases of the software
- D. Only for additional license purchases after initial order

Answer: A

QUESTION NO: 5

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Identifies program funding priorities to streamline project portfolio management
- B. Analyzes project risks and rewards to improve project planning decisions
- C. Increases effectiveness of project delivery to accelerate project schedules
- D. All of the above

Answer: B

QUESTION NO: 6

Why is it recommended to introduce a Business Value Analysis early in the sales cycle?

- A. It helps to qualify the opportunity and introduces TRIRIGA value propositions to build a business case.
- B. You need to charge for the BVA. and establish that requirement earlier is better.
- C. There's typically no time at the end of the cycle to gather required information.
- D. The customer will not believe the numbers past the mid-point of the sales cycle.

Answer: B