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QUESTION 1

An IT team is designing a Proof of Concept (PoC) for a mobile email account provisioning system. Which best describes this activity?

A. A small and well defined exercise that directly measures and validates assumptions around a subset of capabilities.

B. A partially configured implementation in a non-production environment that the team can use to learn the new system and provide requirements.

C. A fully configured implementation in production that a small set of power-users use to validate how the system will be used in the field and to refine functionality.

D. A process to solicit and screen beta testers for the first release of the product.

Correct Answer: A

QUESTION 2

The Sales leader is an important stakeholder. Why is it important to map technology capabilities to his interests?

A. To convince other people that they should care about the solution needs

B. To better understand the impact of meeting or missing a schedule deadline

C. To show how the solution may balance the interests of Sales, Marketing, and Finance

D. To count the number of features or capabilities met for each stakeholder

Correct Answer: C

QUESTION 3

Which two statements are true about Key Performance Indicators (KPIs) and Critical Success Factors (CSFs)? (Choose two.)

A. KPIs measure outcomes.

B. CSFs compare planned and actual performance.

C. KPI are the activities which most heavily influence whether performance is strong or weak.

D. CSFs are a cause of a positive or negative result for the company.

Correct Answer: AD

QUESTION 4

You want to convince an executive that a project\\'s risks are understood and there are plans in place to address

possible issues. What action should you do take before the meeting to help meet your goal?

A. Identify how you can use this opportunity to reduce pressure on the project team and accept some new requirements.

B. Gain the agreement of the executive\\\'s staff that you are keeping the smallest possible budget for your project by using 3rd party contractors wherever possible.

C. Collect reports and success stories about other companies who have implemented technology solutions with a similar business goal.

D. Prepare a risk probability/impact model with input from subject matte experts within the executive\\\'s staff.

Correct Answer: D

QUESTION 5

Why should a Solution Architect develop a business case?

A. To describe the potential benefits and costs in a way that is clearto a broad range of stakeholders

B. To calculate the potential costs to see if they fit within the individual\\\'s approved level of authority

C. To determine key activities, vendors, and internal resources needed to complete an effort

D. To validate the feasibility and the risk of looking at other solutions

Correct Answer: A

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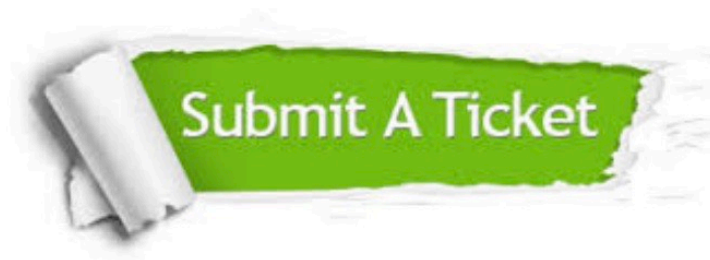Multi-Platform capabilities - Windows, Mac, Android, iPhone, iPod, iPad, Kindle

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