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QUESTION 1

What method is recommended for mapping out an organization's current processes and to design future processes?

- A. Drawing a business model diagram
- B. Querying relational databases
- C. Writing detailed descriptions
- D. Drawing hierarchical matrixes

Correct Answer: A

QUESTION 2

Which three dimensions can you use to categorize a business capability? (Choose three.)

- A. People
- B. Technology
- C. Procedures
- D. Processes
- E. Costs
- F. Level in architecture stack

Correct Answer: ABD

QUESTION 3

Select and Place:

With regard to the stakeholder Power / Interest quadrant grid applied to a specific IT project, drag the customer stakeholder definition on the left to the correct expected action on the right.	
Communications Manager who is very interested in the project's success, but is not respected by peers	Communicate frequently and carefully as a top priority
Product Manager whose Executive is a sponsor for the project because it will double revenue over two years	Use little effort
A finance rep observing an IT staff meeting where IT has purchase authority	Update on status after decisions are made
An executive seeing how his managers are choosing employees for recognition over a year	Inform to maintain sufficient buy-in

Correct Answer:



With regard to the stakeholder Power / Interest quadrant grid applied to a specific IT project, drag the customer stakeholder definition on the left to the correct expected action on the right.

	Product Manager whose Executive is a sponsor for the project because it will double revenue over two years
	A finance rep observing an IT staff meeting where IT has purchase authority
	Communications Manager who is very interested in the project's success, but is not respected by peers
	An executive seeing how his managers are choosing employees for recognition over a year

QUESTION 4

Which two are efficient ways to capture details about your organization's current technology capabilities? (Choose two.)

- A. Issue a Request for Proposal and ask three vendors to compare their solutions to the products available from their competitors.
- B. Request to see a list of software licensed by the company and examine the expiration dates and the timing for next releases.
- C. Run a security and performance cleanup test using a vendor's free tools available on the Internet.
- D. Conduct a survey to find out where spreadsheets are used instead of the finance data analysis tool.
- E. Run a report on network and system usage, then identify added capacity needed for the next twelve months.

Correct Answer: BD

QUESTION 5

Two mid-level marketing managers have decision authority for a new reporting system. Which approach can identify a reliable view of requirements for this solution?

- A. Ask a senior marketing leader to identify their top three projects to increase market demand.
- B. Ask each manager to identify their top three ideas to improve employee satisfaction.
- C. Conduct individual and joint interviews with the managers and run through several scenarios for each person.
- D. Capture data on sales force productivity and document trends for marketing managers to approve as their statements of need.

Correct Answer: C



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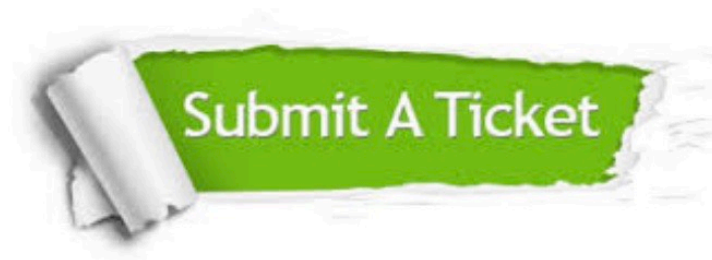
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