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QUESTION 1

You are creating a target state business model. Which statement about linkages between building blocks in the business model canvas is true?

- A. Building blocks on the bottom of the business model canvas affect other blocks on the bottom only
- B. Building blocks on the right side of the business model canvas affect other building blocks on the right side only.
- C. Building blocks in the business model canvas affect other building blocks in any permutation.
- D. The relationships between building blocks on the business model canvas are fixed.

Correct Answer: D

QUESTION 2

When you write a business proposal, which two types of information must you consider? (Choose two.)

- A. a business motivation model
- B. the Seven Elements Framework
- C. direct and indirect benefits
- D. risk identification and risk management
- E. a business model canvas

Correct Answer: CD

QUESTION 3

What are two real-world examples of business motivation model elements? (Choose two.)

- A. a company mission statement or company vision statement
- B. a security policy that is introduced by a state healthcare department to serve as a guideline to all state hospitals
- C. a request for information to collect written information about supplier capabilities
- D. a return on investment calculation to determine the investment cost of a program of work
- E. a new business solution that is implemented for teachers in a university

Correct Answer: AB

QUESTION 4



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Which statement about a business capability is true?

- A. It includes and identifies technology products.
- B. It supports one or more outcomes.
- C. It should be specific, measurable, achievable, realistic, and time bound.
- D. It must support multiple outcomes.

Correct Answer: B

Reference: https://cio-wiki.org/wiki/Business_Capability

QUESTION 5

When you are analyzing the current state of a business, what are two purposes of business process modeling? (Choose two.)

- A. to identify inefficient or unnecessary processes
- B. to identify technology process improvements
- C. to define current state service procurement processes
- D. to understand the future state of the business
- E. to determine the feasibility of future state processes

Correct Answer: BD

Reference: https://www.heflo.com/blog/process-modeling/business-process-modeling-definition/

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