



840-450^{Q&As}

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QUESTION 1

When you define the target state of a business, a SWOT analysis helps you to identify which two types of opportunities? (Choose two.)

- A. business innovation
- B. business priorities
- C. business drivers
- D. business disruption
- E. business Influencer

Correct Answer: BC

QUESTION 2

Which tool do you determine priorities and sequencing for the business roadmap when you want to implement new capabilities and solutions?

- A. business strategy value map
- B. customer readiness index matrix
- C. ability to execute matrix
- D. business solution impact index

Correct Answer: D

QUESTION 3

An account team is working to link IT strategy with business strategy by establishing metrics and benefits realization. Enterprise architecture is part of the customer culture. What is the engagement maturity level of this account team?

- A. 3 - technology architecture
- B. 2 - technology multidomain
- C. 4 - business solutions
- D. 5 - business transformation

Correct Answer: A

QUESTION 4



DRAG DROP

Consider the steps that a business architect takes to ensure a successful business proposal presentation.

Drag and drop each step on the left to the correct description on the right.

Select and Place:

Step 1	Present the financial benefits and value realization.
Step 2	Conduct a stakeholder analysis.
Step 3	Ask for feedback.
Step 4	Follow up with stakeholders.
Step 5	State your anticipated outcomes at the beginning.
Step 6	Tailor the message to the audience.
Step 7	Discuss how the business roadmap enables the business to reach the target state.

Correct Answer:



QUESTION 5

You are creating a business model canvas for ACME Manufacturing, which is a company with five factories worldwide. In which building block do you document the factories?

- A. Value proposition
- B. key resources
- C. cost structure
- D. key partners

Correct Answer: B

Reference: <https://corporatefinanceinstitute.com/resources/knowledge/strategy/business-model-canvasexamples/>

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