



840-450^{Q&As}

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QUESTION 1

What is the definition of a business priority?

- A. a measurable result of an activity or process within the business
- B. an important business initiative that enables the business to transition to the target state
- C. the result of an analysis of political, economic, social, technology, legal, or environmental factors
- D. a factor that acts as the catalyst for growth in the areas that are most important to the business

Correct Answer: D

QUESTION 2

You are contacting a stakeholder who has a high level of power but has little interest or support for the project. Which type of engagement is recommended?

- A. Persuade the stakeholder.
- B. Show consideration to the stakeholder.
- C. Engage and consult the stakeholder regularly.
- D. Meet the needs of the stakeholder.

Correct Answer: D

QUESTION 3

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 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:



	Step 4
	Step 6
	Step 5
	Step 7
	Step 2
	Step 1
	Step 3

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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