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QUESTION 1

A customer sees technology as an opportunity to enable the business. Which two engagement maturity levels most likely describe this customer? (Choose two.)

A. technology single domain

B. business solutions

C. technology architecture

D. technology multidomain

E. technology specific

Correct Answer: CE

QUESTION 2

You are looking at the role that technology plays in a customer organization. Which criterion enables you to choose between the "define" maturity level and the "differentiate" maturity level?

A. Technology is operated solidly.

B. Technology enables innovation and disruption.

C. Technology enables foundational capacity.

D. Technology is defined by business processes.

Correct Answer: D

QUESTION 3

When you create a business proposal, what are two key technology investment considerations? (Choose two.)

A. how highly reusable solutions drive efficiency

B. how the investment provides a competitive advantage

C. how services and solutions drive lower costs

D. whether the investment enhances the customer journey

E. which risks are associated with investing

Correct Answer: BD

QUESTION 4

What is an outcome of opportunity validation?

A. the value proposition

B. the cost structure

C. the appropriate personnel to involve

D. customer knowledge of the business

Correct Answer: C

QUESTION 5

Which architecture considers cost and lifecycle management?

A. technology architecture

B. information architecture

C. business architecture

D. implementation architecture

Correct Answer: C

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