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QUESTION 1

An engagement at the technology architecture maturity level addresses which customer question

- A. How do I find and purchase the right group of products through enterprise networking?
- B. How do I facilitate as a service by fast-tracking technology enablement?
- C. What are the benefits of a multidomain architecture, such as an enterprise network plus collaboration?
- D. How do I measure the business impact of technology investments?

Correct Answer: B

QUESTION 2

You are in the Research and Analyze phase of a business architecture engagement with a public sector customer. You have access to the corporate organization chart and are identifying the relevant customer audience. Which tool helps when you consider power, influence, fears, support, and interest factors?

- A. RACI chart
- B. stakeholder analysis grid
- C. seven elements framework
- D. business scenario

Correct Answer: A

QUESTION 3

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 4



An engagement at the business solutions maturity level addresses which customer Question:?

- A. How do I measure the business impact of technology investments?
- B. How do I transform my business capabilities?
- C. How do I facilitate innovation as a service by fast-tracking technology enablement?
- D. What are the benefits of a multidomain data center and collaboration architecture?

Correct Answer: B

QUESTION 5

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

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