

840-450^{Q&As}

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QUESTION 1

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 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

Which two steps are part of the Seven Elements Framework? (Choose two.)

- A. know personal history
- B. relationship
- C. compromise
- D. detailed talk track
- E. options

Correct Answer: BE

Reference: https://www.pon.harvard.edu/tag/seven-elements/

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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 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

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