

QUESTIONS & ANSWERS

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Mastering The Cisco Business Architecture Discipline

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Question:56

Which two statements about a culture map are true? (Choose two.)

- A. It is used to gain an understanding of the BMC building blocks for customer segments, customer relationships, and value propositions.**
- B. It is used in job mapping.**
- C. It is used to gain an understanding of the customer organization.**
- D. It is used in the Seven Elements Framework.**
- E. It is used to evaluate the effectiveness of the internal organization that is run by the business architect.**

Answer: AC

Question: 57

You are setting a strategy to support the target state of business. Which two factors help you to choose the necessary business capabilities? (Choose two.)

- A. business drivers**
- B. business roadmap**
- C. business outcomes**
- D. business priorities**
- E. business architecture**

Answer: AD

Question: 58

Which two statements about customer journey mapping are true? (Choose two.)

- A. It helps you to identify how to re-engineer existing business processes to support the target state of the business.**
- B. It helps you to identify the customer organization model.**
- C. It describes the business value chain.**
- D. It helps you to identify the required new business processes and capabilities to support the target state of the business.**
- E. It provides all the details necessary for a cost breakdown regarding the customer project implementation.**

Answer: AD

Question: 59

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

Answer: BD

Question: 60

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.

Answer: D

Question: 61

When you are analyzing the current state of a business, what are two purposes of business process modeling? (Choose two.)

- A. to identify inefficient or unnecessary processes
- B. to identify technology process improvements
- C. to define current state service procurement processes
- D. to understand the future state of the business
- E. to determine the feasibility of future state processes

Answer: BD

Reference: <https://www.heflo.com/blog/process-modeling/business-process-modeling-definition/>

Question: 62

Which two statements about a business roadmap are true? (Choose two.)

- A. It provides a high-level, multiyear strategic plan for transforming the business.
- B. It identifies the relationship between the business stakeholders and business drivers.
- C. It is based on the business model canvas template.
- D. It includes a business strategy value map and a customer journey map.
- E. It maps all key solutions that are linked to business goals and prioritizes the execution of each solution.

Answer: AC

Question: 63

Which two levels of the Cisco Engagement Readiness Assessment can be included or assigned to a business architect? (Choose two.)

- A. technology specific
- B. business solutions
- C. product roadmaps
- D. technology architecture
- E. business transformation

Answer: BE

Question: 64

You are working with the Director of Operations at BigCity, USA, to create a business proposal. Public transportation is the largest budget item for the city. To reduce the environment impact of vehicle traffic, BigCity wants to increase ridership on city buses and

light rail transit by 10 percent and reduce the cost of services by 5 percent. Also, due to reports of theft on the light rail transit system, the city council want to see a plan for improving rider safety. Which two business priorities must you include in the business roadmap for the business proposal? (Choose two.)

- A. Increase ridership by 10 percent.**
- B. Promote environment consciousness**
- C. Focus on rider experience.**
- D. Reduce the cost of services by 5 percent.**
- E. Provide free Wi-Fi on the buses.**

Answer: BC

Question: 65

You are constructing the key resources view of the business model canvas. Which two business perspectives are supported? (Choose two.)

- A. key activities**
- B. cost structure**
- C. customer relationships**
- D. distribution channels**
- E. customer segments**

Answer: AE

Reference: <https://www.cleverism.com/key-resources-building-block-in-business-model-canvas/>

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