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QUESTION 1

Which corresponds to the definition of a blueprint?

- A. A detailed set of plans that describes an overall architectural landscape
- B. A senior executive's personal action plan to drive higher revenues
- C. A list of business goals to be achieved over 6 months or less
- D. A detailed set of plans that describe how available IT staff will be redeployed

Correct Answer: A

QUESTION 2

Which would you reflect through a "To-Be" Business Model Canvas?

- A. The customer's top future capabilities to increase productivity
- B. Detailed process handoff criteria
- C. A recommended organization structure for the IT department
- D. A sequence of projects to deliver new collaboration features for the customer's service reps

Correct Answer: A

QUESTION 3

Which of the following defines the relationship between critical success factors and KPIs?

- A. Critical success factors define what must happen in order for success to be achieved, whereas KPIs are measurements that help determine the level of performance actually attained.
- B. Critical success factors define how things should be measured, whereas KPIs determine when to take each measurement.
- C. Critical success factors define when to take each measurement, whereas KPIs determine how things should be measured.
- D. Critical success factors and KPIs are essentially the same thing.

Correct Answer: A

QUESTION 4

Which two options are benefits of running a workshop? (Choose two.)



- A. To understand the opinions of specific stakeholders
- B. To establish consensus amongst a group of stakeholders
- C. To disseminate information
- D. To brainstorm ideas
- E. To present findings and gain acceptance to move forwards

Correct Answer: BD

QUESTION 5

Which piece of data should give you insight into a top executive stakeholder's business priorities?

- A. The number of people in their organization
- B. List of programs for which the executive sits on a steering committee
- C. Background on the executive's personal interests
- D. Names of system integrators on the company's pre-authorized vendor list

Correct Answer: B

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