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## The Open Group TOGAF Business Architecture Foundation Exam Sample Questions (Q15-Q20):

### NEW QUESTION # 15

Complete the sentence A business capability is \_\_\_\_\_.

- A. a representation of an end-to-end collection of business activities
- B. a description of the architectural approach to realize a particular business solution
- C. an ability that a business possesses to achieve a specific outcome
- D. a qualitative statement of intent that should be met by the business architecture

**Answer: C**

Explanation:

A business capability is a conceptual representation that reflects the core abilities or capacities of a business.

It is defined as an intrinsic ability that an organization possesses or can develop to consistently deliver a specific outcome or set of outcomes. Business capabilities abstract away from the organizational structure, processes, and technology to focus on the 'what' the business can do, rather than the 'how' it does it. This concept is fundamental in business architecture as it helps in aligning strategic objectives with operational efficiency.

### NEW QUESTION # 16

Complete the sentence. A key principle of value streams is that value is always defined from the perspective of the \_\_\_\_\_

- A. Shareholder
- B. Architect
- C. Sponsor
- D. Stakeholder

**Answer: D**

Explanation:

A key principle of value streams is that value is always defined from the perspective of the stakeholder<sup>2</sup>. A stakeholder is any person or group who has an interest in or influence on an enterprise or its activities<sup>5</sup>. A stakeholder can be internal or external to the enterprise. A stakeholder can also be a customer, end user, partner, supplier, regulator, employee, or any other role that interacts with or benefits from the enterprise's products or services<sup>5</sup>. Value streams should reflect how stakeholders perceive and measure value in terms of outcomes, benefits, costs, risks, and satisfaction<sup>2</sup>.

### NEW QUESTION # 17

Consider the following business capability map. where cells of a model are given different colors to represent maturity levels (note the letters G, R, Y, P also denote the colors used = Green, Red, Yellow and Purple):

Strategic	Business Planning G	Market Planning R	Partner Management Y
	Capital Management G	Policy Management G	Government Relations Management R
Core	Account Management G	Product Management G	Distribution Management G
	Customer Management Y	Channel Management G	Agent Management P
Supporting	Financial Management G	Human Resource Management R	Procurement Management G
	Information Management G	Training Management Y	Operations Management G

Which of the following best describes this technique?

- A. Gap Analysis
- **B. Heat Mapping**
- C. Capability Mapping
- D. Perspective Analysis

**Answer: B**

Explanation:

The technique shown in the example is called heat mapping. It is a technique that can be used to show a range of different perspectives on a business capability map, such as maturity, effectiveness, performance, and value or cost contribution of each capability to the business<sup>2</sup>. Different attributes determine the colors of each capability on the business capability map. Heat mapping can help to identify strengths, weaknesses, opportunities, and threats in the business architecture.

<https://governance.foundation/assets/frameworks/togaf/g189%20-%20Business%20Capability.pdf> Table 3: Heat Map for ABC Company's Business Capabilities

#### NEW QUESTION # 18

Consider the following Business Capability Example:

Name	Recruitment Management
Description	The ability to solicit, qualify, and provide support for hiring new employees into the organization.
Components	<p><b>A</b> User: Recruiter Stakeholders: Manager, Candidate Employee</p> <p><b>B</b> Evaluate New Hire Requisitions; Recruit/Source Candidates; Screen and Select Candidates; Hire Candidate</p> <p><b>C</b> Candidate/Applicant Details; Position Descriptions; Recruitment Agency Data; Industry Standard Role Definitions</p> <p><b>D</b> Recruitment Management Application; HR Application; Social Media Application</p>

Which of the following are A and C?

- A. Actors, Actions.
- B. Organization. Data.
- C. Who. What.
- **D. Roles, Information.**

**Answer: D**

Explanation:

According to the TOGAF Business Capabilities Guide V2, a business capability is defined as "the expression or the articulation of the capacity, materials, and expertise an organization needs in order to perform core functions"<sup>5</sup>. A business capability can be decomposed into four elements: roles, information, processes, and technology<sup>5</sup>. In the given example, A represents roles and C represents information.

In the context provided in the image, 'A' refers to the roles involved in the recruitment management process, which in this case is the 'User: Recruiter' and the 'Stakeholders: Manager, Candidate Employee'. 'C' refers to the information or data aspects of the process, which includes 'Candidate/Applicant Details', 'Position Descriptions', 'Recruitment Agency Data', and 'Industry Standard Role Definitions'. Thus, 'A' corresponds to 'Roles' and 'C' to 'Information'.

<https://pubs.opengroup.org/pocket-guides/togaf-pocket-guide/main/chap04.html>

### NEW QUESTION # 19

Which of the following is the element of a value stream stage that describes the state change that triggers the value stream stage?

- **A. Gating stage**
- B. Starting point
- C. Enhance criteria
- D. Baseline state

**Answer: A**

Explanation:

In the context of value stream stages, a gating stage is the element that describes the specific state change which triggers the next stage of the value stream to begin. It acts as a checkpoint that ensures that certain criteria are met before the process can proceed to the next phase.

### NEW QUESTION # 20

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