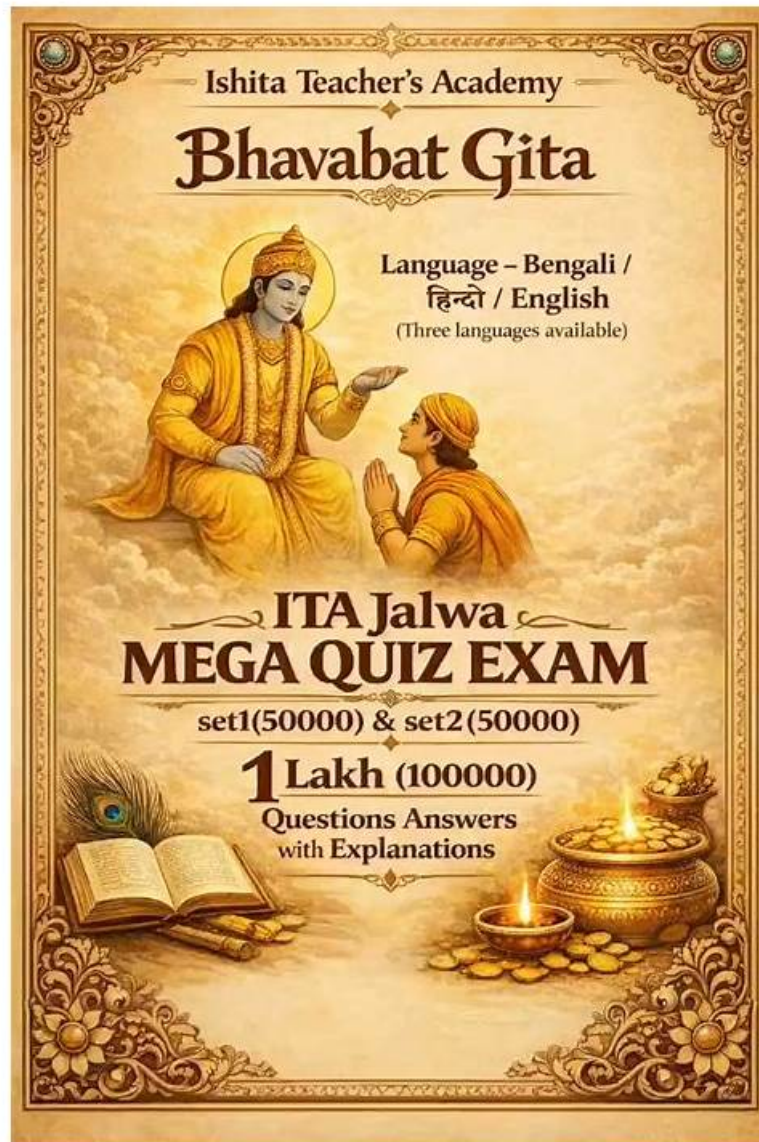


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### The Open Group TOGAF Business Architecture Foundation Exam Sample Questions (Q81-Q86):

#### NEW QUESTION # 81

Consider the following statement:

When considering agile development, Architecture to Support Project will identify what products the Enterprise needs, the boundary of the products, and the constraints that the product owner has.

What else does it help to define for the Enterprise?

- A. lifecycle economics
- **B. the backlog**
- C. operations
- D. workflow management

**Answer: B**

#### NEW QUESTION # 82

Consider the following example value stream:



What does this show?

- **A. A decomposition into a sequence of value-creating stages.**
- B. The service "Acquire Retail Product" consists of five events
- C. The value stream consists of five business capabilities.
- D. A series of five subprocesses that makeup the value stream

**Answer: A**

Explanation:

The example value stream shown, labeled "Acquire Retail Product," represents a decomposition into a sequence of stages that collectively create value. Each stage, such as "Advertise Channels," "Display Products," "Enable Selection," "Process Payment," and "Deliver Product(s)," is a step in the overall process that contributes to the final outcome, which in this case is the acquisition of a retail product by the customer.

Value streams are utilized in business architecture to model the flow of value through an organization from the initial customer demand to the final delivery of the product or service.

#### NEW QUESTION # 83

Which of the following can be used to help define information concepts in an information map?

- A. Statement of business goals and drivers
- **B. Stakeholder Map**

- C. Organization Map
- D. Value streams

**Answer: B**

Explanation:

\* **Role of Information Maps in TOGAF** Information maps are used to define and structure the key information concepts necessary for an organization's operations. They organize information in a way that aligns with the organization's business needs and are crucial for creating a robust information architecture.

\* **Relationship Between Information Maps and Stakeholder Maps** In TOGAF and enterprise architecture practices, stakeholder maps play an essential role in defining information concepts because they identify the various stakeholders involved in or affected by the business operations. Understanding stakeholders and their interactions helps architects determine the types of information that are valuable to each stakeholder group. This understanding aids in structuring the information map to meet the specific needs and requirements of each stakeholder.

As per TOGAF guidance, if an organization already has a stakeholder map, it can serve as a valuable tool for identifying the information concepts required by different stakeholders. This allows architects to tailor the information architecture to align with the interests, roles, and responsibilities of stakeholders, which directly impacts the organization's information needs.

\* **Why Stakeholder Map is the Correct Answer**

\* Stakeholder maps provide insights into the information needs of various stakeholders, helping to define information concepts within the information map.

\* By referencing a stakeholder map, architects can identify the key information flows, data requirements, and access needs of each stakeholder, ensuring that the information map is comprehensive and aligned with actual usage.

\* This alignment with stakeholder needs ensures that the information architecture supports the organization's objectives by delivering relevant information to each party involved.

\* **Why Other Options are Less Suitable:**

\* **Option B (Value Streams):** Value streams focus on the high-level flow of activities that deliver value but do not directly inform the structure of information concepts.

\* **Option C (Statement of Business Goals and Drivers):** While business goals and drivers provide strategic direction, they do not specifically define information concepts in the same way that understanding stakeholder needs does.

\* **Option D (Organization Map):** An organization map helps in understanding roles and responsibilities within the enterprise but does not directly influence the definition of information concepts in the same manner as a stakeholder map.

**Conclusion:**

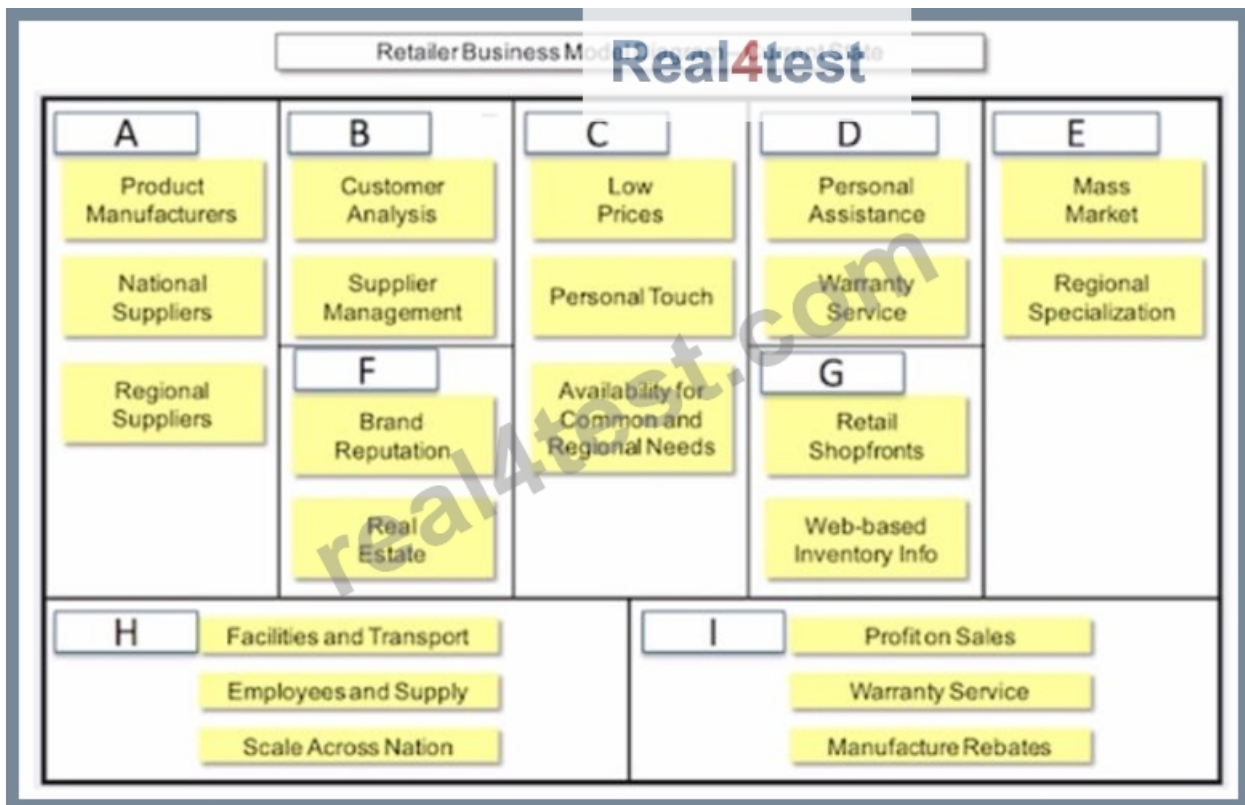
The correct answer is A. Stakeholder Map because it directly helps define information concepts in an information map by clarifying the information needs of each stakeholder group.

**References:**

TOGAF Standard, Version 9.2, Stakeholder Mapping and Information Mapping Techniques TOGAF Business Architecture Guide, sections on Information Maps and Stakeholder Maps

## **NEW QUESTION # 84**

Consider the following example using the Business Model Canvas:



What are the segments labeled A, D and I?

- A. Key Resources, Revenue Streams, Cost Structure
- B. Customer Relationships, Value Propositions, Market Segments.
- C. Key Partners, Customer Relationships, Revenue Streams.
- D. Customer Segments, Value Add Services, Profit Channels.

**Answer: C**

Explanation:

The segments labeled A, D and I in the Business Model Canvas are Key Partners, Customer Relationships, and Revenue Streams respectively<sup>1</sup>. The Business Model Canvas is a tool that can be used to describe how an organization creates, delivers, and captures value for its stakeholders<sup>1</sup>. The Business Model Canvas consists of nine segments that cover four main areas: customers (segments B,C,D), offer (segment E), infrastructure (segments A,F,G), and financial viability (segments H,I)<sup>1</sup>. The segments are defined as follows:

**Key Partners (segment A):** The network of suppliers and partners that make the business model work<sup>1</sup>. Key partners can provide resources, activities, or support that enable the organization to offer its value proposition<sup>1</sup>.

**Customer Relationships (segment D):** The type of relationship that the organization establishes with its customer segments<sup>1</sup>.

Customer relationships can be driven by customer acquisition, retention, or loyalty objectives<sup>1</sup>. Customer relationships can also influence the customer experience and satisfaction<sup>1</sup>.

**Revenue Streams (segment I):** The sources of income that the organization generates from each customer segment<sup>1</sup>. Revenue streams can be derived from different pricing mechanisms, such as asset sale, subscription, fee, commission, or advertising<sup>1</sup>.

Revenue streams can also reflect the value that customers are willing to pay for the organization's offer<sup>1</sup>.

## NEW QUESTION # 85

Which of the following best describes a benefit of business models?

- A. They can be used to resolve conflicts amongst different stakeholders.
- B. They provide a different viewpoint to cross-check assumptions.
- C. They can be used to calculate detailed cost estimates.
- D. They highlight what the business does without the need to explain why.

**Answer: B**

Explanation:

Business models are essential tools within TOGAF for providing different perspectives on the business operations, strategies, and value propositions. Here's a detailed explanation:

**Purpose of Business Models:**

Business models are designed to represent various aspects of the business, such as value creation, delivery, and capture mechanisms. They provide a structured way to analyze and understand the business.

**Different Viewpoint:**

**Cross-Check Assumptions:** Business models offer a different viewpoint that helps in validating and cross-checking assumptions made about the business. By presenting a visual and structured representation of the business, these models enable stakeholders to identify gaps, inconsistencies, and areas that need further analysis.

**Holistic Understanding:** They help in gaining a holistic understanding of how different components of the business interact, which is crucial for ensuring that the enterprise architecture aligns with the business strategy and goals.

**TOGAF Reference:**

**Phase A: Architecture Vision:** During this phase, business models are used to articulate the vision and scope of the architecture effort. They help in ensuring that all assumptions are validated and that the architecture aligns with business objectives.

**Phase B: Business Architecture:** Business models are also utilized in this phase to analyze business capabilities, processes, and value streams. They provide a different viewpoint that aids in identifying areas for improvement and ensuring alignment with the strategic intent.

In summary, business models provide a different viewpoint that helps cross-check assumptions, ensuring that the enterprise architecture is aligned with the business strategy and objectives.

## NEW QUESTION # 86

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