SAP.P_SAPEA_2023.v2023-10-18.q19

Exam Code:	P_SAPEA_2023
Exam Name:	SAP Certified Professional - SAP Enterprise Architect
Certification Provider:	SAP
Free Question Number:	19
Version:	v2023-10-18
# of views:	742
# of Questions views:	190
https://www.freepdfdumps.com/SAP.P_SAPEA_2023.v2023-10-18.q19.html	

NEW QUESTION: 1
The Wanderlust CIO, along with you, the Chief Enterprise Architect, are in the process of deciding on the application that can potentially replace your existing online marketing application, and you are trying to create the artifact Business Footprint Diagram for decision support (See table below) Which of the following combinations of goals, business capabilities, and applications would you recommend?
Note: There are 2 correct answers to this question,

Goal	Business Capability
1. Run effective and high visibility campaigns (e.g. on social media)	A. Brand Management
	B. Social Media Management
	C. Marketing Campaign Management
	D. Loyalty Management
2. Increase cross selling opportunities through online recommendations (e.g. accessories)	E. Recommendation Management
	F. Account Based Marketing
	G. Marketing Analytics
	H. Lead Management

Application
.. SAP Omnichannel Promotional Pricing
2. SAP Sales Cloud Version 2
3. SAP Emarsys Customer Engagement
4. SAP Customer Data Cloud

A. 1-D-3,1-H-2

B. 1-B-3,1-C-3

C. 2-E-3,2-G-3,2-B-3

D. 2-A-4,1-F-2

Answer: (SHOW ANSWER)

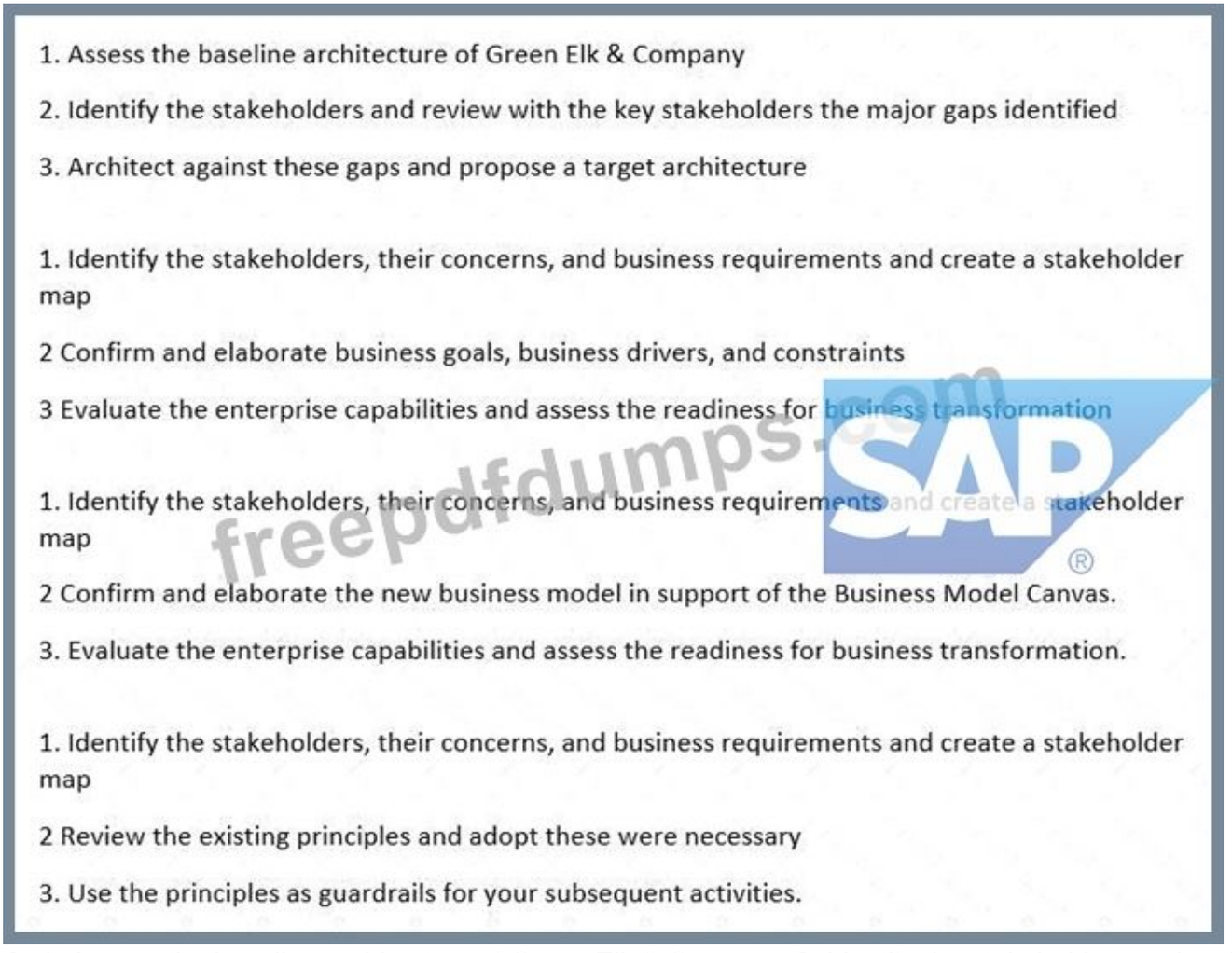
NEW QUESTION: 2
Which artifacts does SAP provide as part of the SAP Reference Business Architecture content?
A. Business Capability Model/Business Data Model/Business Role Model/Product Map
B. Business Process Model/Solution Process Model
C. Business Capability Model/Business Process Model
Answer: C (LEAVE A REPLY)
Explanation
The SAP Reference Business Architecture content provides a set of artifacts that can be used to describe the business architecture of an organization. These artifacts include:
Business Capability Model: This model describes the capabilities that an organization needs to have in order to achieve its business goals.
Business Process Model: This model describes the processes that an organization uses to deliver its products and services.
Business Data Model: This model describes the data that an organization uses to support its business processes.
Business Role Model: This model describes the roles that people play in an organization.
Product Map: This map shows how the different products and services that an organization offers are related to each other.
The SAP Reference Business Architecture content is a valuable resource for organizations that are looking to improve their business architecture. It provides a common language and set of concepts that can be used to describe the business architecture of an organization.
However, it is important to note that the SAP Reference Business Architecture content is just a starting point. Organizations will need to tailor the content to their specific needs.

NEW QUESTION: 3
Which integration styles does SAP s Integration Advisory Methodology (ISA-M) cover in general?
A. Process Integration/Data Integration/Analytics Integration/User Integration/Thing Integration.
B. UI Integration/Process Integration/Data Integration/Thing Integration.
C. Cloud2Cloud/Cloud2OnPremise/Cloud2Cloud/User2On Premise/User2Cloud/Thing2On Premise/Thing2Cloud
Answer: A (LEAVE A REPLY)
Explanation
The Integration Advisory Methodology (ISA-M) is a framework that helps organizations to design, build, and manage their integration landscape. ISA-M covers a wide range of integration styles, including:
Process Integration: This style of integration involves the integration of business processes across different systems and applications.
Data Integration: This style of integration involves the integration of data from different sources into a single data repository.

Analytics Integration: This style of integration involves the integration of data from different sources for the purpose of analytics.
User Integration: This style of integration involves the integration of user interfaces from different systems and applications.
Thing Integration: This style of integration involves the integration of things, such as sensors and actuators, with other systems and applications.
ISA-M also includes a number of other integration styles, such as event-driven integration, service-oriented integration, and enterprise application integration.
By covering a wide range of integration styles, ISA-M provides organizations with a flexible framework that can be used to meet their specific integration needs.
SAP's Integration Solution Advisory Methodology (ISA-M) is a framework that helps enterprise architects to define and execute an integration strategy for their organization. ISA-M covers five integration styles that represent different aspects of integration in a hybrid landscape. These integration styles are3:
Process Integration: This integration style enables end-to-end business processes across different applications and systems, such as SAP S/4HANA, SAP SuccessFactors, or third-party solutions. Process integration typically involves orchestrating or choreographing multiple services or APIs to achieve a business outcome.
Data Integration: This integration style enables data exchange and synchronization between different data sources and targets, such as SAP HANA, SAP Data Warehouse Cloud, or third-party databases. Data integration typically involves extracting, transforming, and loading (ETL) data to support analytical or operational scenarios.
Analytics Integration: This integration style enables data visualization and exploration across different data sources and targets, such as SAP Analytics Cloud, SAP BusinessObjects BI Platform, or third-party tools. Analytics integration typically involves creating dashboards, reports, or stories to provide insights and recommendations for decision making.
User Integration: This integration style enables user interaction and collaboration across different applications and systems, such as SAP Fiori Launchpad, SAP Jam, or third-party portals. User integration typically involves creating consistent and seamless user experiences that integrate multiple UI technologies and frameworks.
Thing Integration: This integration style enables device connectivity and management across different applications and systems, such as SAP IoT, SAP Edge Services, or third-party platforms. Thing integration typically involves connecting physical devices or sensors to the cloud or the edge and enabling data ingestion, processing, and action.
Verified References: 3:
https://help.sap.com/docs/btp/architecture-and-development-guide-for-industry-cloud-solutions/runtimes-environ

NEW QUESTION: 4
Green Elk & Company is the world's leading manufacturer of agricultural and forestry machinery. The former company slogan "Elk always runs" has recently been changed to "Elk feeds the world" One of Green Elk's strategic goals is to increase its revenue in the emerging markets of China, India and other parts of Asia by 80

% within three years. This requires a new business model that caters to significantly smaller farms with limited budgets The CIO asks you, the Chief Enterprise Architect, to present an architecture vision to address the aforementioned business challenge. According to the SAP Enterprise Architecture Framework, what is the best approach?



A. 1. Assess the baseline architecture of Green Elk & Company/2. Identify the stakeholders and review with the key stakeholders the major gaps identified/3. Architect against these gaps and propose a target architecture.

B. 1. Identify the stakeholders, their concerns, and business requirements and create a stakeholder map/2 Confirm and elaborate business goals, business drivers, and constraints/3 Evaluate the enterprise capabilities and assess the readiness for business transformation

C. 1. Identify the stakeholders, their concerns, and business requirements and create a stakeholder map/2 Confirm and elaborate the new business model in support of the Business Model Canvas./3. Evaluate the enterprise capabilities and assess the readiness for business transformation.

D. 1. Identify the stakeholders, their concerns, and business requirements and create a stakeholder map.2 Review the existing principles and adopt these were necessary3. Use the principles as guardrails for your subsequent activities.

Answer: (SHOW ANSWER)

Explanation

According to the SAP Enterprise Architecture Framework, which is based on the TOGAF ADM, the architecture vision is the first phase of the architecture development cycle. The purpose of this phase is to define the scope, objectives, and stakeholders of the architecture project, and to create a high-level vision of the desired outcome. The steps involved in this phase are:
Identify the stakeholders, their concerns, and business requirements and create a stakeholder map. This step involves identifying and analyzing the key stakeholders of the architecture project, such as business owners, users, customers, partners, vendors, regulators, etc. The stakeholder map is a document that shows the relationships and interests of the stakeholders, as well as their expectations and concerns regarding the architecture project.
Confirm and elaborate the new business model in support of the Business Model Canvas. This step involves confirming and refining the business goals, drivers, and constraints that motivate the architecture project, and defining the new business model that will enable the achievement of those goals. The Business Model Canvas is a tool that helps to describe, design, and analyze the new business model in a structured and visual way. It consists of nine building blocks that cover the key aspects of the business model, such as value proposition, customer segments, revenue streams, cost structure, etc.
Evaluate the enterprise capabilities and assess the readiness for business transformation. This step involves evaluating the current state of the enterprise in terms of its capabilities, resources, processes, systems, and culture, and assessing how ready it is for undergoing a business transformation. This step also involves identifying the gaps and risks that need to be addressed or mitigated in order to achieve the desired future state.
The other options (A, B, D) are not correct for the architecture vision according to the SAP Enterprise Architecture Framework, because they either skip or misrepresent some of the steps in this phase. For example:
Option A is not correct because it does not include creating a stakeholder map or confirming and elaborating the new business model in support of the Business Model Canvas, which are essential steps to define and communicate the scope and objectives of the architecture project.
Option B is not correct because it does not include creating a stakeholder map or defining a new business model in support of the Business Model Canvas, which are essential steps to understand and align with the needs and expectations of the stakeholders.
Option D is not correct because it does not include confirming and elaborating the new business model in support of the Business Model Canvas or evaluating the enterprise capabilities and assessing the readiness for business transformation, which are essential steps to define and validate the desired outcome and identify the gaps and risks.
For more information on the SAP Enterprise Architecture Framework and its phases, you can refer to SAP Enterprise Architecture | SAP Help Portal or SAP Certified Professional - SAP Enterprise Architect.

NEW QUESTION: 5
As the Chief Enterprise Architect of your company you have been asked by the CIO to apply agile principles instead of following the sequential phases of TOGAFS ADM. How do you respond?

A. The SAP EA Framework combines the sequential approach of the TOGAF ADM with agile principles Agile principles are included and can be applied only to Application Architecture. Therefore, the SAP EA Framework is especially suitable for organizations that follow agile principles.
B. It is reasonable to apply an agile methodology for the most urgent tasks and switch to the process as guided by the SAP EA Framework later, as long as the fundamental IT architecture is not affected Collecting "low-hanging fruit, and realizing instant value before using the SAP EA Framework, and ensuring an overall successful transformation is possible.
C. It is essential to fully understand the business needs and to successfully review the business architecture with critical stakeholders before going to the next phase. In the implementation phase, agile approaches can naturally provide quick wins, constant progress, and the benefit of early validation. The phased approach, during architecture definition phases, avoids double work and will lead to overall better results.
D. The TOGAF ADM already embraces agile principles within and across phases and generally follows a cyclic approach. The SAP EA Framework builds on that and is especially suitable for organizations that follow agile principles.
Answer: D (LEAVE A REPLY)
Explanation
The TOGAF ADM is a cyclic process that allows for iteration and feedback within and across phases. It also supports the use of agile methods in the implementation phase, such as Scrum or Kanban. The SAP EA Framework is based on the TOGAF ADM and extends it with SAP-specific content and best practices. Therefore, both frameworks are suitable for organizations that follow agile principles. Verified References: SAP Enterprise Architect | SAP Learning, SAP Certified Professional - SAP Enterprise Architect

NEW QUESTION: 6
Why is it useful to create Transition Architectures in the Application Architecture domain?
A. They structure complex application architectures that require multiple changes to existing independent applications and/or the rollout of new applications. Considered applications/solutions do NOT depend on the existence of others.
B. They reduce the total number of solution components in the target state of complex application architectures that require multiple changes of existing applications and/or rollout of new applications.
All applications/solutions do NOT depend on the existence of others.
C. They structure complex application architectures that require multiple changes of existing interdependent applications and/or the rollout of new applications. Some applications/solutions depend on the existence of others.
Answer: (SHOW ANSWER)
Explanation
According to the SAP Enterprise Architecture Framework, which is a methodology and toolset by the German multinational software company SAP that helps enterprise architects define and implement an architecture strategy for their organizations, Transition Architectures are intermediate states between the Baseline Architecture (the current situation) and the Target Architecture (the desired future state). Transition Architectures describe how to move from one state to another in a feasible and manageable way, taking into account the constraints and dependencies of the project. Transition Architectures are useful for structuring

complex application architectures that require multiple changes of existing interdependent applications and/or the rollout of new applications. Some applications/solutions depend on the existence of others, meaning that they cannot be implemented or operated without the presence or functionality of other applications/solutions. For example, a new application that relies on data from an existing application, or an existing application that needs to be integrated with a new application. By creating Transition Architectures, enterprise architects can:
Define and prioritize the sequence and timing of the changes and rollouts that are needed to achieve the Target Architecture.
Identify and mitigate the risks and issues that might arise during the transition process, such as technical, operational, or organizational challenges.
Communicate and align with the stakeholders and sponsors of the project, such as business owners, users, developers, vendors, etc.
Monitor and control the progress and performance of the project, and ensure that it meets the requirements and expectations of the project.
Transition Architectures are useful in the Application Architecture domain because they can help to structure complex application architectures that require multiple changes of existing interdependent applications and/or the rollout of new applications.
In some cases, it may be possible to make changes to existing applications independently of each other. However, in many cases, changes to one application will require changes to other applications. This is because applications often depend on each other for data or functionality.
Transition Architectures can help to identify these dependencies and to plan the changes to the applications in a way that minimizes the impact on the business. They can also help to ensure that the changes are made in a consistent and orderly fashion.
The following are some of the benefits of using Transition Architectures in the Application Architecture domain:
They can help to improve the visibility of complex application architectures.
They can help to identify dependencies between applications.
They can help to plan the changes to applications in a way that minimizes the impact on the business.
They can help to ensure that the changes are made in a consistent and orderly fashion.
Therefore, Transition Architectures can be a valuable tool for managing complex application architectures.

NEW QUESTION: 7
As a result of solution mapping, business capabilities might require services which partners have implemented in SAP BTP. Which SAP components and services, if any, are required to integrate such BTP partner services with an on-premise SAP S/4HANA system (hybrid scenario)?
A. SAP HANA Cloud Connection, and the corresponding SAP Data Provisioning Agent, to make the on-premises system available to applications and services in a given SAP BTP sub account. Preferably use the SAP BTP Destination Service.
B. No other components are required to make an SAP on-premise backend system securely accessible over SAP BTP SAP BTP automatically establishes secure connections in SAP backend systems.

C. SAP Cloud Connector to make the on-premises system available to applications and services in a given SAP BTP sub account. Preferably use the SAP BTP Destination Service in combination with Cloud Connector.

Answer: C (LEAVE A REPLY)

Explanation

In a hybrid scenario, where business capabilities require services which partners have implemented in SAP BTP and an on-premise SAP S/4HANA system, the following SAP components and services are required to integrate such BTP partner services with the on-premise system:

SAP Cloud Connector: The SAP Cloud Connector is a software component that allows you to connect your on-premise SAP systems to SAP BTP. The Cloud Connector provides a secure connection between your on-premise system and SAP BTP, and it also makes your on-premise system available to applications and services in SAP BTP.

SAP BTP Destination Service: The SAP BTP Destination Service is a service that provides a single point of entry for accessing on-premise systems from SAP BTP. The Destination Service makes it easy to manage and secure connections to on-premise systems, and it also provides a way to federate data from different on-premise systems.

In order to integrate BTP partner services with an on-premise SAP S/4HANA system, you will need to install the SAP Cloud Connector on your on-premise system and register the Cloud Connector with SAP BTP. You will also need to create a destination in the SAP BTP Destination Service for your on-premise system. Once you have done this, you will be able to access the on-premise system from applications and services in SAP BTP.

It is important to note that you can also use other SAP components to integrate on-premise systems with SAP BTP. However, the SAP Cloud Connector and the SAP BTP Destination Service are the most commonly used components for this purpose.

To integrate BTP partner services with an on-premise SAP S/4HANA system, you need to use the SAP Cloud Connector, which is a reverse proxy that establishes a secure connection between your on-premise system and your SAP BTP subaccount5. The Cloud Connector acts as a bridge between your on-premise network and a trusted subaccount on SAP BTP6. It allows you to access resources in your on-premise network from applications running on SAP BTP without exposing your internal landscape to the internet7.

To simplify the configuration and consumption of the Cloud Connector connection, you can use the SAP BTP Destination Service, which is a service that allows you to define and manage destinations for accessing remote systems from applications running on SAP BTP8. A destination is a set of properties that contains information such as the URL, authentication method, proxy type, and additional parameters of a remote system9. By using the Destination Service, you can centrally manage and securely store the connection details of your on-premise system and consume them from your BTP partner services.

Verified References: 5:
https://help.sap.com/viewer/cca91383641e40ffbe03bdc78f00f681/Cloud/en-US/e6c7616abb5710148cfcf3e75d96
| 6:
https://help.sap.com/viewer/cca91383641e40ffbe03bdc78f00f681/Cloud/en-US/8d3b28a7c1644a1c9d1ee165ec0

| 7:
https://help.sap.com/viewer/cca91383641e40ffbe03bdc78f00f681/Cloud/en-US/e54cc8fbbb571014a4d9e7f02f9f
| 8:
https://help.sap.com/viewer/cca91383641e40ffbe03bdc78f00f681/Cloud/en-US/3cb7b81115c44cf594e0e363129
| 9:
https://help.sap.com/viewer/cca91383641e40ffbe03bdc78f00f681/Cloud/en-US/e54f70d327154aa0a4ba36ce7ac4

NEW QUESTION: 8
The online marketing channel is targeted only to individual customers, who should be able to choose any of the 50 combinations that Wanderlust offers for its electric cars. Every confirmed online order must be first checked for ready stock availability and, if unavailable, must go for production scheduling. As Chief Enterprise Architect of Wanderlust, along with the SAP Enterprise Architect, you have identified Lead to Cash (L2C) as the key E2E process. However, you have found out that the SAP Reference Business Architecture content has several Business Process Variants of the L2C process, from which you are supposed to choose one suitable variant for Wanderlust's product range and business model.
Which of the following combinations of L2C Business Process Variants and business reasons are the most suitable? Note: There are 2 correct answers to this question.
A. Variant: Lead to Cash-B2B with Make to Order/Business reason: Each corporate customer may order different variants, which can be produced only upon receipt of customer order.
B. Variant: Lead to Cash-B2C with Make to Stock/Business reason: Each individual customer may order their preferred variant, which may be available in existing stock and met from there.
C. Variant: Lead to Cash - Business to Business (B2B) with Make to Stock Business reason: Each corporate customer may order in bulk for the same variants repeatedly, which may be available in existing stock and met from there.
D. Variant: Lead to Cash - Business to Consumer (B2C) with Make to Order Business reason: Each Individual customer may order their preferred variant, which can be produced upon receipt of customer order, if stock is not readily available.
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 9
A custom web application developed with SAPUI5 and running on SAP Business Technology Platform uses large custom data objects deployed in a central data store (SAP HANA Cloud). The solution architect of the application is unsure about which tools to use for integration of this data from different SAP Sources into the central data store and asks you as the Enterprise Architect for guidance. Under which conditions is a data-oriented integration approach (Data Integration) preferable to other integration styles?
A. The data objects are built with data from different SAP and non-SAP sources that change infrequently and are available from REST and Message APIs (event-driven systems).

B. If the data objects are built with data from different SAP and non-SAP sources that can be structured and unstructured, change with high frequency, and need to be cleansed, correlated and partly newly calculated.
C. If the data objects are built with data from different SAP and non-SAP sources that can be structured and unstructured, change with high frequency, and need to be newly calculated.
Answer: B (LEAVE A REPLY)
Explanation
Data-oriented integration is a method of integrating data from different sources into a single data store. This approach is often used when the data is heterogeneous, meaning that it comes from different sources and in different formats. Data-oriented integration can also be used when the data is frequently updated, as it allows for the data to be updated in real time.
The following are some of the benefits of using data-oriented integration:
It can help to improve the performance of applications that access the data.
It can help to reduce the complexity of the integration process.
It can help to improve the quality of the data.
However, data-oriented integration can also be more complex to implement than other integration styles.
The conditions under which data-oriented integration is preferable to other integration styles are:
When the data is heterogeneous and comes from different sources.
When the data is frequently updated.
When the data needs to be cleansed, correlated, and partly newly calculated.
In the case of the custom web application, the data objects are built with data from different SAP and non-SAP sources that can be structured and unstructured, change with high frequency, and need to be cleansed, correlated, and partly newly calculated. Therefore, a data-oriented integration approach is preferable to other integration styles.

NEW QUESTION: 10
Green Elk & Company is the world s leading manufacturer of agricultural and forestry machinery. The former company slogan "Elk always runs Elk feeds the world" One of Green Elk's strategic goals is to increase its revenue in the emerging markets of China, India, and other parts of Asia by 80 % within three years. This requires a new business model that caters tosignificantly smaller farms with limited budgets You are the Chief Enterprise Architect and the CIO asks you to assess the new business model for smaller farms with smaller budgets. By applying the Sustainable Business Model Canvas, which sequence of steps is best practice?
A. 1. Assess and define the cost structure and revenue streams./2. Define the customer segments and value propositions/3. Detail the customer relationships and channels/4. Identify relevant key activities, key resources, and partners./5. Define the eco-social benefits and costs.
B. 1. Assess and define the key resources, key activities, and partners./2. Define the customer segments and value propositions/3. Detail the customer relationships and channels 4. Define the revenue streams and cost structure./5. Define the eco-social benefits and costs
C. 1. Assess and define the value propositions for the small size farms customer segment/2. Detail the customer relationships and channels/3. Identify relevant key activities, key resources, and partners./4. Define the revenue streams and cost structure./5. Define the eco-social benefits and costs.

D. 1 Assess and define the eco-social cost and benefits/2. Define the customer segments and value propositions/3. Detail the customer relationships and channels/4 Identify relevant key activities, key resources, and partners./5. Define revenue streams and cost structure.

Answer: C (LEAVE A REPLY)

Explanation

According to the Sustainable Business Model Canvas, which is a tool that helps entrepreneurs to design and communicate their business models in a sustainable way, the recommended sequence of steps is:

Assess and define the value propositions for the small size farms customer segment. This step involves defining and describing the products or services that Green Elk & Company offers to its target customers, and how they create value for them. The value propositions should address the needs, problems, or desires of the customers, and highlight the benefits or advantages of Green Elk & Company's solutions over the alternatives.

Detail the customer relationships and channels. This step involves defining and describing how Green Elk & Company interacts with its customers, and how it reaches and delivers its products or services to them. The customer relationships should reflect the type and level of engagement that Green Elk & Company wants to establish and maintain with its customers, such as self-service, personal assistance, or community. The channels should reflect the most effective and efficient ways to communicate and distribute Green Elk & Company's value propositions to its customers, such as online platforms, physical stores, or partners.

Identify relevant key activities, key resources, and partners. This step involves identifying and describing the main activities, resources, and partners that Green Elk & Company needs to perform and leverage to create and deliver its value propositions to its customers. The key activities should reflect the most important tasks or processes that Green Elk & Company undertakes to execute its business model, such as production, marketing, or sales. The key resources should reflect the most essential assets or inputs that Green Elk & Company requires to execute its business model, such as human, physical, financial, or intellectual resources. The key partners should reflect the most strategic relationships or collaborations that Green Elk & Company establishes with other entities to execute its business model, such as suppliers, distributors, or competitors.

Define the revenue streams and cost structure. This step involves defining and describing how Green Elk & Company generates income from its customers, and how much it spends to execute its business model. The revenue streams should reflect the sources and mechanisms of income that Green Elk & Company obtains from selling its products or services to its customers, such as sales, subscriptions, or fees. The cost structure should reflect the types and amounts of expenses that Green Elk & Company incurs to execute its business model, such as fixed costs, variable costs, or economies of scale.

Define the eco-social benefits and costs. This step involves defining and describing how Green Elk & Company contributes to or affects the environment and society through its business model. The eco-social benefits should reflect the positive impacts or externalities that Green Elk & Company creates for the environment and society through its products or services, such as reducing emissions, improving health, or enhancing education. The eco-social costs should reflect the negative impacts or externalities that Green Elk & Company causes for the environment and society through its products or services, such as increasing waste, depleting resources, or harming biodiversity.

The other options (A, B, D) are not correct for the sequence of steps to apply the Sustainable Business Model Canvas, because they either skip or misrepresent some of the steps in this tool. For example:
Option A is not correct because it does not include assessing and defining the value propositions for the small size farms customer segment, which is a crucial step to understand and communicate how Green Elk & Company creates value for its customers. It also suggests defining the cost structure and revenue streams before defining the customer segments and value propositions, which is not a logical order since the latter determine the former.
Option B is not correct because it does not include identifying relevant key activities, key resources, and partners, which are important aspects of executing a business model. It also suggests retrieving the documentation for the solutions that need to be integrated instead of assessing and defining the value propositions for the small size farms customer segment, which is not relevant for designing a new business model.
Option D is not correct because it suggests assessing and defining the eco-social costs and benefits before defining the customer segments and value propositions, which is not a logical order since the latter determine the former. It also does not include detailing the customer relationships and channels, which are important aspects of delivering value to customers.
For more information on the Sustainable Business Model Canvas and its steps, you can refer to The Sustainable Business Canvas or Sustainable Business Model Canvas: A Review And Framework Development.

NEW QUESTION: 11
The CIO of Wanderlust strongly feels that the seldom-used legacy Marketing application cannot be the platform to rejuvenate their online marketing business. As Chief Enterprise Architect, the CIO has entrusted you with the responsibility of finding a suitable replacement that can support all current processes and also address the issues plaguing the existing application. Which of the following should you do to conclusively shortlist possible applications to replace the existing one? Note: There are 2 correct answers to this question.
A. Start with current processes, map business capabilities to these processes, and identify which application(s) in the market can deliver such capabilities.
B. Compare the costs of those market leading online marketing applications and rank the top applications in terms of license, implementation, maintenance and subscription cost.
C. Adopt a process centric approach, relate Wanderlust processes to industry standard processes, and identify applications/ solutions which deliver such processes.
D. Understand the features of leading online marketing applications available in the market through product demonstrations and rank the applications in terms of features.
Answer: A,C (LEAVE A REPLY)
Explanation
Starting with the current processes will help to understand the capabilities that are needed in a new application.
This will help to narrow down the field of potential applications and identify those that are most likely to meet the needs of Wanderlust.

Mapping business capabilities to these processes will help to identify the gaps in the current capabilities and the areas where improvement is needed. This will help to ensure that the new application meets the needs of Wanderlust and addresses the issues plaguing the existing application.
Relating Wanderlust processes to industry standard processes will help to identify applications that are already being used by other organizations. This can be a good way to ensure that the new application is compatible with other systems and that it can be easily integrated with existing systems.
The other two options, Comparing the costs of those market leading online marketing applications and Understanding the features of leading online marketing applications available in the market through product demonstrations and ranking the applications in terms of features, are not as critical at this stage. The costs of the applications can be compared once the shortlist of applications has been finalized. The features of the applications can be understood through product demonstrations once the shortlist has been finalized.
Therefore, the best course of action is to start with the current processes, map business capabilities to these processes, and identify which application(s) in the market can deliver such capabilities. This will help to narrow down the field of potential applications and identify those that are most likely to meet the needs of Wanderlust.
Here are some of the benefits of taking a process-centric approach to selecting a new marketing application:
It can help to ensure that the new application meets the needs of the business.
It can help to identify applications that are already being used by other organizations.
It can help to ensure that the new application is compatible with other systems and that it can be easily integrated with existing systems.

NEW QUESTION: 12
Why would you recommend building SAP Side-by-Side Extensions to an S/4HANA system based on SAP BTP?
A. Extensions on SAP BTP technology can easily use of S/4HANA eventing.
B. Extensions on SAP BTP can maintain SAP user and security context and allow the use of S/4HANA eventing.
C. Extensions should be built on SAP BTP because SAP BTP is the only option for building a consistent user experience based on SAP Fiori UX styles.
Answer: (SHOW ANSWER)
Explanation
There are a few reasons why you would recommend building SAP Side-by-Side Extensions to an S/4HANA system based on SAP BTP.
SAP BTP is a cloud-based platform, which means that extensions can be developed, deployed, and managed in the cloud. This makes it easy to scale and manage extensions, and it also makes it easier to collaborate with other developers.
SAP BTP provides a number of services that can be used to build extensions, such as SAP Cloud Platform Integration and SAP Cloud Platform Event Mesh. These services can help to make extensions more scalable, reliable, and secure.

SAP BTP supports a variety of programming languages, which means that developers can use the language they are most comfortable with. This can help to make the development process more efficient and productive.
In addition to these reasons, SAP BTP also allows extensions to maintain SAP user and security context and allow the use of S/4HANA eventing. This is important because it ensures that users are only able to access the data and functionality that they are authorized to access, and it also allows extensions to react to events that occur in S/4HANA.
Therefore, SAP BTP is a good choice for building SAP Side-by-Side Extensions to an S/4HANA system.
Extensions on SAP BTP can maintain SAP user and security context, which means that the extensions can use the same authentication and authorization mechanisms as the S/4HANA system and respect the user roles and permissions defined in the S/4HANA system.
Extensions on SAP BTP can use S/4HANA eventing, which means that the extensions can subscribe to business events that are triggered by the S/4HANA system and react to them accordingly. For example, an extension can listen to a sales order creation event and perform some additional logic or integration based on the event data.
Extensions on SAP BTP can leverage the SAP Cloud Platform Integration Suite and the SAP HANA Data Management Suite, which provide a comprehensive set of services and tools for different integration scenarios, such as process integration, data integration, analytics integration, user integration, and thing integration.
Extensions on SAP BTP can benefit from the cloud-native capabilities of SAP BTP, such as scalability, elasticity, availability, and security. Extensions on SAP BTP can also take advantage of the various programming languages, frameworks, and technologies supported by SAP BTP, such as Java, Node.js, Python, Go, PHP, CAP, or serverless functions.
Verified References: 6:
https://help.sap.com/viewer/9d1db9835307451daa8c930fbd9ab264/2020.002/en-US/6f7b0c5a5e0d4f8a8b7c0e9c

NEW QUESTION: 13
Green Elk & Company is the world's leading manufacturer of agricultural and forestry machinery. The former company slogan "Elk always runs has recently been changed to "Elk feeds the world". One of Green Elk's strategic goals is to increase its revenue in the emerging markets of China, India, and other parts of Asia by 80% within three years. This requires a new business model that caters to significantly smaller farms with limited budgets. The CIO asks you, the Chief Enterprise Architect, to present an Architecture Roadmap that addresses the business challenge. According to the SAP Enterprise Architecture Framework, what is the best answer?
A. Create a work breakdown structure to identify milestones, key deliverables and resources to outline the planned transformation.
B. Reuse the artifacts of previous phases as input for creating roadmaps. Focus on the Target Architecture and define an application architecture roadmap.
C. Reuse the artifacts of previous phases as input for creating roadmaps. Focus on the Business Strategy Map with business capabilities and initiatives and define a business architecture roadmap

D. Reuse the artifacts of previous phases as input for creating roadmaps. Start with a roadmap construction table, by defining initiatives and business outcomes, and detailing the business capabilities and solutions, to create two versions of a roadmap (outcome-based and application-specific)

Answer: D (LEAVE A REPLY)

Explanation

The SAP Enterprise Architecture Framework (EAF) defines an Architecture Roadmap as a "high-level plan that describes the sequence of activities and deliverables required to achieve the target architecture." The roadmap should be based on the artifacts of the previous phases of the EAF, such as the Business Strategy Map, the Solution Concept, and the Baseline Business and Solution Architecture.

The first step in creating an Architecture Roadmap is to define the initiatives that will be needed to achieve the target architecture. These initiatives should be aligned with the business outcomes that the organization is trying to achieve.

The next step is to detail the business capabilities and solutions that will be needed to support the initiatives. This will help to ensure that the roadmap is realistic and achievable.

Finally, the roadmap should be created in two versions: an outcome-based roadmap and an application-specific roadmap. The outcome-based roadmap will show how the initiatives will achieve the business outcomes. The application-specific roadmap will show how the solutions will be implemented.

By following these steps, you can create an Architecture Roadmap that will help you to achieve your organization's strategic goals.

Here are some of the benefits of creating an Architecture Roadmap:

It can help you to visualize the sequence of activities and deliverables required to achieve your goals.

It can help you to identify dependencies between activities and deliverables.

It can help you to track progress and to make adjustments as needed.

It can help you to communicate your plans to stakeholders.

Therefore, an Architecture Roadmap can be a valuable tool for managing complex transformations.

According to the SAP Enterprise Architecture Framework, which is a methodology and toolset by the German multinational software company SAP that helps enterprise architects define and implement an architecture strategy for their organizations, the steps involved in creating an Architecture Roadmap are:

Reuse the artifacts of previous phases as input for creating roadmaps. The previous phases of the architecture development cycle are: architecture vision, business architecture, information systems architecture, and technology architecture. The artifacts of these phases provide the information and guidance for defining the scope, objectives, stakeholders, requirements, constraints, and solutions of the architecture project. Some of the artifacts that can be reused for creating roadmaps are: stakeholder map, business strategy map, solution strategy, solution context diagram, solution component diagram, solution application use-case diagram, solution value flow diagram, etc.

Start with a roadmap construction table, by defining initiatives and business outcomes, and detailing the business capabilities and solutions. A roadmap construction table is a tool that helps to structure and organize the information and elements that are needed to create a roadmap. It consists of four columns: initiatives, business outcomes, business capabilities, and solutions. Initiatives are the strategic actions or projects that are planned to achieve the business goals and drivers. Business outcomes are the measurable results or benefits that are expected from implementing the initiatives. Business capabilities are the skills,

resources, and competencies that are required or need to mature to support the initiatives and outcomes. Solutions are the products or services that are used or delivered to enable the capabilities and outcomes. Create two versions of a roadmap (outcome-based and application-specific). A roadmap is a visual representation of the transition architectures that will move the organization from its current state (baseline architecture) to its desired future state (target architecture). A roadmap shows the sequence and timing of the transition architectures, as well as the deliverables, resources, and risks associated with each transition architecture. There are two types of roadmaps that can be created: outcome-based and application-specific. An outcome-based roadmap focuses on the business outcomes that are achieved by implementing the transition architectures. An application-specific roadmap focuses on the solutions or applications that are implemented or changed by the transition architectures.
The other options (A, B, C) are not correct for how to present an Architecture Roadmap that addresses the business challenge because they either skip or misrepresent some of the steps in creating an Architecture Roadmap. For example:
Option A is not correct because it does not include reusing the artifacts of previous phases as input for creating roadmaps, which is an important step to ensure alignment and consistency with the architecture project. It also suggests creating a work breakdown structure instead of a roadmap construction table, which is not a tool in this framework.
Option B is not correct because it does not include creating two versions of a roadmap (outcome-based and application-specific), which is an important step to provide different perspectives and levels of detail for the roadmap. It also suggests focusing on the target architecture instead of the transition architectures, which is not a logical approach since the latter determine how to achieve the former.
Option C is not correct because it does not include starting with a roadmap construction table, which is an important step to structure and organize the information and elements that are needed to create a roadmap. It also suggests focusing on the business strategy map instead of the initiatives and outcomes, which is not a sufficient level of detail for creating a roadmap.

NEW QUESTION: 14
Wanderlust's CIO asks you to evaluate the SAP Enterprise Architecture Framework. At Wanderlust GmbH a non-SAP EA tool is used, How would you proceed with the request and why? Note: There are
2 correct answers to this question.
A. I tell the CIO that the SAP EA Framework cannot be used because the Wanderlust GmbH uses a non-SAP EA tool. Therefore, further evaluation is not necessary.
B. I evaluate both the SAP EA Methodology and TOGAF ADM. I recommend the approach that fits best Wanderlust's requirements.
C. I tell the CIO that the SAP EA Framework also encompasses architecture services and practices. Based on a cost-benefit analysis I consider using the services and practices that fit best the project.
D. I check whether the SAP Reference Business Architecture and Reference Solution Architecture Content can help to either define the scope of the architecture work or describe a target architecture structure. If they do, I suggest to use the Reference Architecture Content of SAP.
Answer: (SHOW ANSWER)
Explanation

When evaluating the SAP Enterprise Architecture Framework for Wanderlust GmbH, you should proceed with the following steps:
I evaluate both the SAP EA Methodology and TOGAF ADM. I recommend the approach that fits best Wanderlust's requirements. This step is necessary because the SAP EA Methodology is based on TOGAF ADM, but extends it with additional elements and guidance specific to SAP solutions and customers4. Therefore, you need to compare and contrast the two methodologies and assess which one suits Wanderlust's needs better. For example, you may consider factors such as the complexity, scope, scale, and objectives of Wanderlust's architecture projects, as well as the availability of resources, skills, and tools.
I check whether the SAP Reference Business Architecture and Reference Solution Architecture Content can help to either define the scope of the architecture work or describe a target architecture structure. If they do, I suggest to use the Reference Architecture Content of SAP. This step is beneficial because the SAP Reference Business Architecture and Reference Solution Architecture Content provide a set of pre-defined architectures that cover common business scenarios and solution domains for SAP customers5. Therefore, you can use them as a starting point or a reference point for your architecture work, as they can help you to define the scope, requirements, capabilities, components, patterns, and best practices for your architecture solutions.
Verified References: 4:
https://help.sap.com/docs/SAP_ENTERPRISE_ARCHITECTURE_FRAMEWORK/60bc20e6e0a24426a817705 | 5:
https://help.sap.com/docs/SAP_ENTERPRISE_ARCHITECTURE_FRAMEWORK/60bc20e6e0a24426a817705

NEW QUESTION: 15
As an Enterprise Architect, you must ensure that future extensions to the Digital Core of the enterprise guarantee stable and reliable operations. The architecture guideline demands to follow the clean-core strategy. What does this demand ensure and entail?
A. Extensions do not break an upgrade, and upgrades do not break an extension. Such extensions can access SAP business objects only through well defined, upgrade-stable interfaces.
B. Extensions may access SAP tables directly and in a well-documented, clean way. Therefore, the code of extensions can be adapted quickly to accommodate future changes.
C. Extensions are kept strictly separate from the SAP application, Extensions are developed in accordance with the SAP Application Extension Methodology. Side-by-side extensibility options are always preferable to on-stack extensibility options.
Answer: (SHOW ANSWER)
Explanation
The clean-core strategy is a SAP initiative to keep the core of SAP applications as clean as possible by moving customizations and extensions to the side-by-side layer. This allows SAP to more easily deliver new releases of applications without having to worry about breaking custom code.
The following are the benefits of following the clean-core strategy:
Stability: Extensions that are developed in accordance with the clean-core strategy are less likely to break when the underlying application is upgraded.

Maintainability: Extensions that are developed in the side-by-side layer are easier to maintain than extensions that are embedded in the core application.
Flexibility: The clean-core strategy allows for more flexibility in how extensions are developed.
Therefore, the clean-core strategy is a good way to ensure that future extensions to the Digital Core of the enterprise guarantee stable and reliable operations.
The clean-core strategy is a SAP initiative to keep the core of SAP S/4HANA as clean as possible by moving customizations and extensions to the side-by-side layer. This allows SAP to more easily deliver new releases of S/4HANA without having to worry about breaking custom code. The clean-core strategy ensures that extensions do not break an upgrade, and upgrades do not break an extension. This means that extensions are compatible with the latest version of SAP S/4HANA and do not require any changes or adaptations when a new release is applied. To achieve this, extensions must access SAP business objects only through well defined, upgrade-stable interfaces, such as public APIs, OData services, or events. These interfaces are documented and maintained by SAP and guarantee backward compatibility and stability across releases.
Verified References: 1: https://www.sap.com/products/rise/clean-core.html | 2: https://blogs.sap.com/2023/02/22/s-4hana-clean-core-with-and-btp/

NEW QUESTION: 16
Green Elk & Company is the world s leading manufacturer of agricultural and forestry machinery. The former company slogan "Elk always runs has recently been changed to Elk feeds the world". One of Green Elk's strategic goals is to increase its revenue in the emerging markets of China, India, and other parts of Asia by 80 % within three years. This requires a new business model that caters to significantly smaller farms with limited budgets. You are the Chief Enterprise Architect and the CIO asks you to assess the new business model for smaller farms with smaller budgets. Given the principle and statement, which of the following combinations of rationale and implication do you consider well-defined?

Principle	Use packaged solutions, in a standard wav
Statement	Buy packaged solutions that support our business requirements and use them in a standard way.
Rationale	• Process and solution will be simplified by using packaged software in a standard way Adherence to standard will allow better maintenance and lower the total cost of ownership • Increase the capaWity to adopt technology innovation
Implication	Reuse vendor and industry best practices, reference architectures and pre- dekrvered content • Apply guidelines, patterns, standards, and naming conventions Use maximum possible solution standards and avoid custom developments wherever possible

Principle	Use packaged solutions, in a standard way
Statement	Buy packaged solutions that support our business requirements and use them in a standard way.
Rationale	In case custom developments arc required, adhere to defined best practices, standards, and guideivies (extensibility concept, side-by-s-de extensions) • Reuse before buy, before build • Enable easier future transition to the cloud
Implication	Process and solution will be simplified by using packaged software in a standard way Adherence to standard will allow better maintenance and lower the total cost of ownership • Increase the capability to adopt technology innovation

Principle	Use packaged solutions, in a standard way
Statement	Buy packaged solutions that support our business requirements and use them in a standard way.
Rationale	Process and solution will be simplified by using packaged software in a standard way Adherence to standard will allow better maintenance and lower the total cost of ownership • Increase the capability to adopt technology innovation
Implication	Deviations from standard require additional cost, not only during the implementation • Non-standard solutions block the potential of disruptive business models Decreased overall cost and reduced complexity leading to efficiencies due to adoption of standard

Principle	Use packaged solutions, in a standard way
Statement	Buy packaged solutions that support our business requirements and use them in a standard way.
Rationale	Process and solution will be simplified by using packaged software in a standard way Adherence to standard will allow better maintenance and lower the total cost of ownership • Increase the capability to adopt technology innovation
Implication	In case custom developments are required, adhere to defined best practices, standards, and guidelines (extensibility concept, side by s4e extensions) • Reuse before buy, before build • Enable easier transition to the cloud in the future

A. Green Elk & Company is the world's leading manufacturer of agricultural and forestry machinery. The former company slogan "Elk always runs has recently been changed to Elk feeds the world". One of Green Elk's strategic goals is to increase its revenue in the emerging markets of China, India, and other parts of Asia by 80 % within three years. This requires a new business model that caters to significantly smaller farms with limited budgets. You are the Chief Enterprise Architect and the CIO asks you to assess the new business model for smaller farms with smaller budgets. Given the principle and statement, which of the following combinations of rationale and implication do you consider well-defined?
B. Principle: Use packaged solutions, in a standard way. Statement: Buy packaged solutions that support our business requirements and use them in a standard way. Rationale: Process and solution will be simplified by using packaged software in a standard way./Adherence to standard will allow better maintenance and lower the total cost of ownership/Increase the capability to adopt technology innovation. Implication: Reuse vendor and industry best practices, reference architectures and pre- decreed content/Apply guideless, patterns, standards, and naming conventions/Use maximum possible solution standards and avoid custom developments wherever possible.
C. Principle: Use packaged solutions, in a standard way. Statement: Buy packaged solutions that support our business requirements and use them in a standard way. Rationale: In case custom developments arc required, adhere to defined best practices, standards, and guide ivies (extensibility concept, side-by-s-de extensions)/Reuse before buy, before build/Enable easier future transition to the cloud. Implication: Process and solution will be simplified by using packaged software in a standard way/Adherence to standard will allow better maintenance and lower the total cost of ownership/Increase the capability to adopt technology innovation.
D. Principle: Use packaged solutions, in a standard way. Statement: Buy packaged solutions that support our business requirements and use them in a standard way. Rationale: Process and solution will be simplified by using packaged software in a standard way/Adherence to standard will allow better maintenance and lower the total cost of ownership/Increase the capability to adopt technology innovation. Implication: In case custom developments are required, adhere to defined best practices, standards, and guidelines (extensibility concept, side by s4e extensions)/Reuse before buy, before build/Enable easier transition to the cloud in the future
Answer: D (LEAVE A REPLY)
Explanation
The rationale and implication in this combination are well-defined because they both support the principle of using packaged solutions in a standard way. The rationale explains the benefits of using packaged solutions, while the implication outlines the steps that need to be taken to ensure that packaged solutions are used in a standard way.
According to the SAP Enterprise Architecture Framework, which is a methodology and toolset by the German multinational software company SAP that helps enterprise architects define and implement an architecture strategy for their organizations, a principle is a general rule or guideline that expresses a fundamental value or belief, and that guides the design and implementation of the architecture. A principle consists of four elements:
a name, a statement, a rationale, and an implication. The name is a short and memorable label that summarizes the principle. The statement is a concise and precise description of the principle. The rationale is

an explanation of why the principle is important and beneficial for the organization. The implication is a description of the consequences or impacts of applying or not applying the principle.
The principle in option D is:
Name: Use packaged solutions, in a standard way.
Statement: Buy packaged solutions that support our business requirements and use them in a standard way.
Rationale: Process and solution will be simplified by using packaged software in a standard way.
Adherence to standard will allow better maintenance and lower the total cost of ownership. Increase the capability to adopt technology innovation.
Implication: In case custom developments are required, adhere to defined best practices, standards, and guidelines (extensibility concept, side-by-side extensions). Reuse before buy, before build. Enable easier transition to the cloud in the future.
This combination of rationale and implication is well-defined because it clearly and logically explains the benefits and consequences of following or not following the principle. The rationale shows how using packaged solutions in a standard way can simplify the process and solution, reduce the cost and effort of maintenance, and increase the ability to adopt new technologies. The implication shows how custom developments should be minimized and standardized, how reuse should be preferred over buying or building new solutions, and how cloud readiness should be considered for future scalability.
The other options (A, B, C) are not correct for the combination of rationale and implication that is well-defined because they either mix up or confuse some of the elements of the principle. For example:
Option A is not correct because it mixes up the rationale and implication elements. The first sentence of the rationale ("Process and solution will be simplified by using packaged software in a standard way") is actually an implication of following the principle, not a reason for following it. The first sentence of the implication ("Reuse vendor and industry best practices, reference architectures and pre-delivered content") is actually a rationale for following the principle, not a consequence of following it.
Option B is not correct because it confuses the rationale and implication elements. The first sentence of the rationale ("In case custom developments are required, adhere to defined best practices, standards, and guidelines (extensibility concept, side-by-side extensions)") is actually an implication of following the principle, not a reason for following it. The first sentence of the implication ("Process and solution will be simplified by using packaged software in a standard way") is actually a rationale for following the principle, not a consequence of following it.
Option C is not correct because it confuses the rationale and implication elements. The second sentence of the rationale ("Adherence to standard will allow better maintenance and lower the total cost of ownership") is actually an implication of following the principle, not a reason for following it. The second sentence of the implication ("Reuse before buy, before build") is actually a rationale for following the principle, not a consequence of following it.

NEW QUESTION: 17

When creating an application architecture roadmap, the WHAT and WHERE are defined in a rather straightforward way, while the WHOM may differ by context. Multiple roadmap clusters may apply a variety of WHOM dimensions. For example, procurement vs. asset management. Which of the following definitions are correct? Note. There are 3 correct answers to this question.

A. Asset Classes/Vehicles, Production Machines, Office Equipment

B. Material Groups/Products, raw materials. Spare parts/Direct Materials, indirect materials

C. Groups of Persons/Permanent Staff, Contracted Staff, Students/Business Expense/Operational expenditure/Capital expenditure

D. Working model/Home office, head quarter, affiliate

Answer: B,C,D (LEAVE A REPLY)

Explanation

The WHOM dimension of an application architecture roadmap defines the different groups of stakeholders or users that are involved in or affected by the application. The WHOM dimension can vary depending on the context and the scope of the roadmap. For example, in the context of procurement vs. asset management, the WHOM dimension could include material groups/products, groups of persons, and working model as possible clusters. These clusters represent different categories of items, people, and locations that are relevant for the procurement and asset management processes. For example:

Material groups/products: This cluster could include different types of materials or products that are procured or managed by the organization, such as raw materials, spare parts, direct materials, or indirect materials. These categories could have different requirements, standards, or regulations that affect the application architecture.
Groups of persons: This cluster could include different types of people that are involved in or benefit from the procurement and asset management processes, such as permanent staff, contracted staff, or students. These groups could have different roles, responsibilities, or access rights that affect the application architecture.
Working model: This cluster could include different modes or locations of work that are supported by the procurement and asset management processes, such as home office, head quarter, or affiliate. These modes or locations could have different technical, legal, or organizational implications that affect the application architecture.
The other option (A) is not a correct definition of a WHOM dimension cluster, because it does not represent a group of stakeholders or users, but rather a group of assets or resources that are managed by the organization.
Asset classes/vehicles, production machines, and office equipment are examples of WHAT dimension clusters, which define the different types of assets or resources that are relevant for the application architecture.
Verified References: Strategic Architecture Roadmap for Composable Enterprise Applications, What is an application architecture?, Phase C: Information Systems Architectures - Application Architecture

NEW QUESTION: 18
Which of the following lists of SAP Enterprise Architecture artifacts support making informed Target Application Architecture decisions that are aligned with the strategic direction of a company?
A. Stakeholder Map/Business Strategy Map/Solution Strategy/Architecture Roadmap
B. Principles Standards, Guidelines/Solution Context/Baseline Business and Solution Architecture
C. Solution Context/Solution Concept/Stakeholder Map/Baseline Business and Solution Architecture
Answer: (SHOW ANSWER)
Explanation
The answer is C. Solution Context/Solution Concept/Stakeholder Map/Baseline Business and Solution Architecture.
The following are the SAP Enterprise Architecture artifacts that support making informed Target Application Architecture decisions that are aligned with the strategic direction of a company:
Solution Context - This artifact provides an overview of the current business and IT landscape, including the business goals, objectives, and drivers.
Solution Concept - This artifact describes the proposed Target Application Architecture, including the high-level business capabilities, processes, and data.
Stakeholder Map - This artifact identifies the key stakeholders involved in the Target Application Architecture project, and their interests and concerns.
Baseline Business and Solution Architecture - This artifact provides a snapshot of the current Business and Solution Architecture, which can be used to compare to the Target Application Architecture and identify areas for improvement.

These artifacts can be used to make informed decisions about the Target Application Architecture by providing a clear understanding of the current landscape, the desired future state, and the needs of the key stakeholders.

NEW QUESTION: 19
Green Elk & Company is the world's leading manufacturer of agricultural and forestry machinery. The former company slogan "Elk always runs" has recently been changed to "Elk feeds the world". One of Green Elk's strategic goals is to increase its revenue in the emerging markets of China, India, and other parts of Asia by 80 % within three years. This requires a new business model that caters to significantly smaller farms with limited budgets. You are the Chief Enterprise Architect and the CIO asks you to assess the now business model for smaller farms with smaller budgets. By applying the Sustainable Business Model Canvas, which sequence of steps is best practice?

1. Assess and define the cost structure and revenue streams

2 Define the customer segments and value propositions

3. Detail the customer relationships and channels

4. Identify relevant key activities key resources, and partners

5. Define the eco-social benefits and costs.

1. Assess and define the key resources, key activities, and partners

2 Define the customer segments and value propositions.

3. Detail the customer relationships and channels.

4. Define the revenue streams and cost structure.

5. Define the eco-social benefits and costs.

1. Assess and define the value propositions for the small size farms customer segment.

2. Detail the customer relationships and channels.

3. Identify relevant key activities, key resources, and partners.

4. Define the revenue streams and cost structure.

5. Define the eco-social benefits and costs.

A. 1. Assess and define the cost structure and revenue streams
2 Define the customer segments and value propositions
3. Detail the customer relationships and channels
4. Identify relevant key activities key resources, and partners

5. Define the eco-social benefits and costs.

B. 1. Assess and define the key resources, key activities, and partners

2 Define the customer segments and value propositions.

3. Detail the customer relationships and channels.

4. Define the revenue streams and cost structure.

5. Define the eco-social benefits and costs.

C. 1. Assess and define the value propositions for the small size farms customer segment.

2. Detail the customer relationships and channels.

3. Identify relevant key activities, key resources, and partners.

4.Define the revenue streams and cost structure.

5. Define the eco-social benefits and costs.

Answer: C (LEAVE A REPLY)

Explanation

According to the Sustainable Business Model Canvas, which is a tool that helps entrepreneurs to design and communicate their business models in a sustainable way, the recommended sequence of steps is:

Assess and define the value propositions for the small size farms customer segment. This step involves defining and describing the products or services that Green Elk & Company offers to its target customers, and how they create value for them. The value propositions should address the needs, problems, or desires of the customers, and highlight the benefits or advantages of Green Elk & Company's solutions over the alternatives.

Detail the customer relationships and channels. This step involves defining and describing how Green Elk & Company interacts with its customers, and how it reaches and delivers its products or services to them. The customer relationships should reflect the type and level of engagement that Green Elk & Company wants to establish and maintain with its customers, such as self-service, personal assistance, or community. The channels should reflect the most effective and efficient ways to communicate and distribute Green Elk & Company's value propositions to its customers, such as online platforms, physical stores, or partners.

Identify relevant key activities, key resources, and partners. This step involves identifying and describing the main activities, resources, and partners that Green Elk & Company needs to perform and leverage to create and deliver its value propositions to its customers. The key activities should reflect the most important tasks or processes that Green Elk & Company undertakes to execute its business model, such as production, marketing, or sales. The key resources should reflect the most essential assets or inputs that Green Elk & Company requires to execute its business model, such as human, physical, financial, or intellectual resources. The key partners should reflect the most strategic relationships or collaborations that Green Elk & Company establishes with other entities to execute its business model, such as suppliers, distributors, or competitors.

Define the revenue streams and cost structure. This step involves defining and describing how Green Elk & Company generates income from its customers, and how much it spends to execute its business model. The revenue streams should reflect the sources and mechanisms of income that Green Elk & Company obtains from selling its products or services to its customers, such as sales, subscriptions, or fees. The cost structure should reflect the types and amounts of expenses that Green Elk & Company incurs to execute its business model, such as fixed costs, variable costs, or economies of scale.

Define the eco-social benefits and costs. This step involves defining and describing how Green Elk & Company contributes to or affects the environment and society through its business model. The eco-social benefits should reflect the positive impacts or externalities that Green Elk & Company creates for the environment and society through its products or services, such as reducing emissions, improving health, or enhancing education. The eco-social costs should reflect the negative impacts or externalities that Green Elk & Company causes for the environment and society through its products or services, such as increasing waste, depleting resources, or harming biodiversity.

The other options (A and B) are not correct for the sequence of steps to apply the Sustainable Business Model Canvas, because they either skip or misrepresent some of the steps in this tool. For example:

Option A is not correct because it does not include assessing and defining the value propositions for the small size farms customer segment, which is a crucial step to understand and communicate how Green Elk & Company creates value for its customers. It also suggests defining the cost structure and revenue streams before defining the customer segments and value propositions, which is not a logical order since the latter determine the former.

Option B is not correct because it does not include identifying relevant key activities, key resources, and partners, which are important aspects of executing a business model. It also suggests retrieving the documentation for the solutions that need to be integrated instead of assessing and defining the value propositions for the small size farms customer segment, which is not relevant for designing a new business model.

For more information on the Sustainable Business Model Canvas and its steps, you can refer to The Sustainable Business Canvas or Sustainable Business Model Canvas: A Review And Framework Development.