Question 1

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?

Options:

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

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.

Question 2

With the lead to cash Business capabilities identified, as chief Enterprise Architect the Wanderlust CIO has asked your capabilities. See Image, The SAP enterprise Architect has shared the snapshot for your reference. What is the pertinent SAP Solution in the market to Lead Business Process module

Image not found or type unknown

Options:

A) SAP Sales Cloud version 2

B) SAP Omnichannel Promotion Pricing

C) SAP customer data cloud

D) SAP Emarsys Customer engagement

Answer:

D

Question 3

While trying to identify and map key stakeholders in Wanderlust, you, as the Chief Enterprise Architect, have been evangelizing the strategic business and IT objectives with business and IT departments across regions and taking in their views on the upcoming business transformation, Match the feedback from stakeholders (shown on the left) to the categorization and to some of the actions in the dropdown lists.

A) SCM SPP Application Owner in IT- has already started upskilling in S/4 HANA eSPP B) Wanderlust Greenbush, Australia Plant Head- discourages consolidation of instances, citing the need for flexibility to accommodate the frequently changing environmental regulations in battery manufacturing plants C) Wanderlust Europe Business Head - favours consolidation, because despite being the biggest market for electric cars, Europe is constantly being plagued by the lack of end-to- end visibility of the battery supply chain, due to separate ECC instances for Asia and Europe D) Dealer Management Application Owner in IT-prefers continuity despite heavy customization, citing niche business requirements though, presumably, the primary reason is fear of losing position.

1) Opponents 2) Promoters 3) Enthusiasts 4) Resistors

Options:

A) SCM SPP Application Owner in IT -- Enthusiasts

B) Wanderlust Greenbush, Australia Plant Head - Opponents

C) Wanderlust Europe Business Head -- Promoters

D) Dealer Management Application Owner in IT -- Resistors

Answer:

D

Question 4

Question Type: MultipleChoice

Select the most appropriate sequence of critical Business Capabilities for the Business Architecture Roadmap.

A) Account Based Marketing, Lead Management, Interface Capability with SAP CRM.

B) Recommendation Management, Social Media Management (for recommendation).

C) Loyalty Management.

D) Marketing Campaign Management, Social Media Management

Options:

A) D) Marketing Campaign Management, Social Media Management

B) B) Recommendation Management, Social Media Management (for recommendation)

C) A) Account Based Marketing, Lead Management, Interface Capability with SAP CRM

D) C) Loyalty Management

Answer:

A, B, C, D

Question 5

Question Type: **MultipleChoice**

You, as the Chief Enterprise Architect of Wanderlust GmbH, have been trying to formulate the Business Strategy Map. You are currently working on the strategic objective to 'Increase supply reliability of Lithium batteries'. Arrange the elements of the Business Strategy Map into the right order that shows the dependencies between these elements.

1.) Goal - Streamline internal supplies of batteries 2.) Value Driver - Halve dependence on external battery suppliers from 50% to 25% 3.) Business Capability -- Plan Battery plant supply based on demand from car plants 4.) Initiative- Demand and Supply Planning (SAP IBP) implementation for both battery and car plants

Options:

A)) 1st B.) 2nd C.) 3rd D.) 4th

C) A)1st - Goal - Streamline internal supplies of batteries. B) 2nd - Value Driver - Halve dependence on external battery suppliers from 50% to 25%. C) 3rd - Business Capability -- Plan Battery plant supply based on demand from car plants. D) 4th - Initiative - Demand and Supply Planning (SAP IBP) implementation

Answer:

C

Question 6

Question Type: **MultipleChoice**

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?

Options:

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

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.

Question 7

With the lead to cash Business capabilities identified, as chief Enterprise Architect the Wanderlust CIO has asked your capabilities. See Image, The SAP enterprise Architect has shared the snapshot for your reference. What is the pertinent SAP Solution in the market to Lead Business Process module

Image not found or type unknown

Options:

A) SAP Sales Cloud version 2

B) SAP Omnichannel Promotion Pricing

C) SAP customer data cloud

D) SAP Emarsys Customer engagement

Answer:

D

Question 8

As the Chief Enterprise Architect of Wanderlust GmbH, you are aware that EA principles should correlate to the Business and IT Strategic Objectives and decisions. In the list given below, the left column has some Wanderlust Business/IT objectives and decisions and the right column has some EA principles. Which objectives and decisions correlate best to which principle? Objectives and decisions: EA Principles: A.) Ensure legal and regulatory compliance and minimize environmental impact B.) Minimize Technology diversity and complexity and subscribe before buy before build C.) Maximum business agility and use innovation. D.) Adopt common use applications and balance best practice and with best of breed E.) Protect business data and cloud first but not cloud only.

Image not found or type unknown
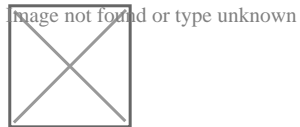
Options:

A) 1.Minimise water loss during lithium extraction -A

B) 2.Reluctant to move core to cloud but open to consider cloud for collaboration - D

C) 3.Smart battery instar charge and perpetual warranty initiatives -C

D) 4.Substitute bespoke applications -B

E) 5.Total cost of ownership optimization. - E

Answer:

A, B, C, D, E

Question 9

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,

(A) 2-A-4,1-F-2

(B) 1-D-3,1-H- 2

(C) 1-B-3,1-C-3

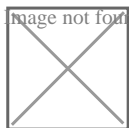(D) 2-E-3,2-G-3,2-B-3

Image not found or type unknown

Options:

A) Option A

B) Option B

C) Option C

D) Option D

Answer:

A, C

Question 10

Question Type: MultipleChoice

See the Image

Options:

A) Develop market strategy -Run effective and high visibility campaigns.

B) Analyse and respond to customer insight- increase cross selling opportunities through online recommendations.

C) Implement promotional activities-Run effective and high visibility campaigns.

D) Design and mange a customer loyalty program- increase cross selling opportunities through online recommendations.

Answer:

B, C