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NEW QUESTION: 1

As Chief Enterprise Architect of Wanderlust GmbH, you have just finished documenting the business ecosystem around online marketing. The CEO is asking for a suitable artifact to rejuvenate online marketing with a set of employees and partners. What would you do to be ready with the right information in this situation?

- A. Extend the organization map into a statement of architecture work.
- B. Create a stakeholder map.
- C. Extend the organizational map by detailing the organization units, partners and stakeholder groups further into business roles and personas.
- D. Extend the business ecosystem into business capabilities and processes.

Answer: C (LEAVE A REPLY)

Explanation

A stakeholder map is a visual representation of the people and organizations that have an interest in the online marketing ecosystem. It is useful for understanding the different perspectives of the stakeholders and identifying the key stakeholders that need to be involved in the rejuvenation of the ecosystem.

A statement of architecture work is a document that describes the scope, objectives, and deliverables of an architecture project. It is not as detailed as a stakeholder map and it does not provide a visual representation of the stakeholders.

Extending the business ecosystem into business capabilities and processes is a good way to understand the current state of the ecosystem and identify the areas where improvement is needed. However, it does not provide a detailed view of the stakeholders involved in the ecosystem.

Therefore, the best course of action is to extend the organizational map by detailing the organization units, partners and stakeholder groups further into business roles and personas. This will provide a more detailed view of the stakeholders involved in the ecosystem and it will help to understand the different perspectives of the stakeholders.

Here are some of the benefits of extending the organizational map into business roles and personas:

It can help to identify the key stakeholders that need to be involved in the rejuvenation of the ecosystem.

It can help to understand the different perspectives of the stakeholders and identify any potential conflicts of interest.

It can help to ensure that the rejuvenation of the ecosystem is aligned with the needs of the stakeholders.

NEW QUESTION: 2

Having identified the appropriate set of Business Activities, as the Chief Enterprise Architect of Wanderlust, assisted by the SAP Enterprise Architects, you have been trying to relate to Lead to Cash Business Capabilities in the SAP Reference Business Architecture content repository. In light of the two key goals outlined by the Wanderlust CIO, what are the most appropriate Business Capabilities? Note:

There are 3 correct answers to this question.

- A. Marketing Campaign Management
- B. Social Media Management
- C. Marketing Analytics, Recommendation Management
- D. Marketing Strategy Management, Brand Management
- E. Account Based Marketing, Lead Management

Answer: (SHOW ANSWER)

NEW QUESTION: 3

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: C (LEAVE A REPLY)

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: 4

Demand and Supply Planning (SAP IBP) implementation has been identified as a quick win, based on feedback from a large cross section of Wanderlust stakeholders. As the Chief Enterprise Architect, you have now been asked to scope and contextualize the architecture project. Architecture principles have already been adopted. Which of the following activities should you initiate to conclude the Statement of Architecture Work for the intended SAP IBP implementation initiative? Note: There are 3 correct answers to this question.

- A.** Conduct a high-level Capability Assessment to identify areas of improvement (business and IT).
- B.** Conduct a Fit Gap Assessment to identify requirements that cannot be met
- C.** Define the Solution Context for the architecture work.
- D.** Outline the aspirational Solution Concept to address the stakeholders' needs and business requirements.
- E.** Conduct a technical Proof of Concept to understand features and functionalities of SAP IBP.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 5

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: 6

What are important factors of the SAP BTP. Cloud Foundry environment during runtime that you need to consider?

- A. Programming language and buildpacks
- B. CPU capacity and memory size of the application
- C. Number of users and API calls

Answer: B (LEAVE A REPLY)

Explanation

The CPU capacity and memory size of the application are important factors that affect the performance and scalability of the application in the SAP BTP. Cloud Foundry environment during runtime. These factors determine how many instances of the application can run in parallel and how much workload they can handle.

Verified References: :

<https://help.sap.com/viewer/65de2977205c403bbc107264b8eccf4b/Cloud/en-US/350356d1dc314d3199dca15bd2>

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

As Chief Enterprise Architect, you are asked to select an Enterprise Architecture toolset for Wanderlust GmbH' Enterprise Architecture activities. What are the most critical selection criteria you should consider? Note: There are 3 correct answers to this question.

- A.** The support of data import or export capabilities, to use external reference data.
- B.** The use of already established office applications, to keep the entry hurdle for all authors as low as possible.
- C.** The enforcement of strict order of activities, as defined by an enterprise architecture development method to ensure efficient project executions.
- D.** The support of excellent visualization, to optimally engage with portfolio and business management teams.
- E.** The support of version control in the repository, to manage architecture changes.

Answer: A,D,E (LEAVE A REPLY)

Explanation

Hello, this is Bing. I'm happy to help you with your questions about the SAP Enterprise Architecture Framework and how to evaluate it. Here are the answers and explanations for the questions you asked:

The support of data import or export capabilities, to use external reference data. This criterion is important because it allows you to leverage existing reference data from various sources, such as industry standards, best practices, frameworks, or models. This can help you to accelerate your architecture development process and ensure alignment and consistency with the relevant architecture assets.

The support of excellent visualization, to optimally engage with portfolio and business management teams. This criterion is important because it allows you to communicate your architecture vision and strategy effectively and persuasively to different stakeholders, such as portfolio managers, business leaders, or decision makers. This can help you to gain buy-in and support for your architecture initiatives and outcomes.

The support of version control in the repository, to manage architecture changes. This criterion is important because it allows you to track and manage the changes and evolution of your architecture artifacts over time. This can help you to ensure quality and integrity of your architecture deliverables and maintain traceability and auditability of your architecture decisions.

Verified References: 1:

<https://www.gartner.com/en/documents/3893869/how-to-select-the-right-enterprise-architecture-tool> | 2:

<https://www.mega.com/en/resource/enterprise-architecture-tools> | 3:

<https://www.bcs.org/content-hub/choosing-an-enterprise-architecture-tool/>

NEW QUESTION: 9

Which artifact from the SAP Reference Solution Architecture shows which data objects are exchanged between SAP application components in a given end-to-end scenario?

- A.** SAP Data Object Diagram, which is available from SAP API Business Accelerator Hub (api.sap.com)

B. SAP Data Flow Diagram, which is available from SAP API Business Accelerator Hub (api.sap.com)

C. SAP Data Component Diagram, which is available in SAP Signavio Process Explorer

Answer: B (LEAVE A REPLY)

Explanation

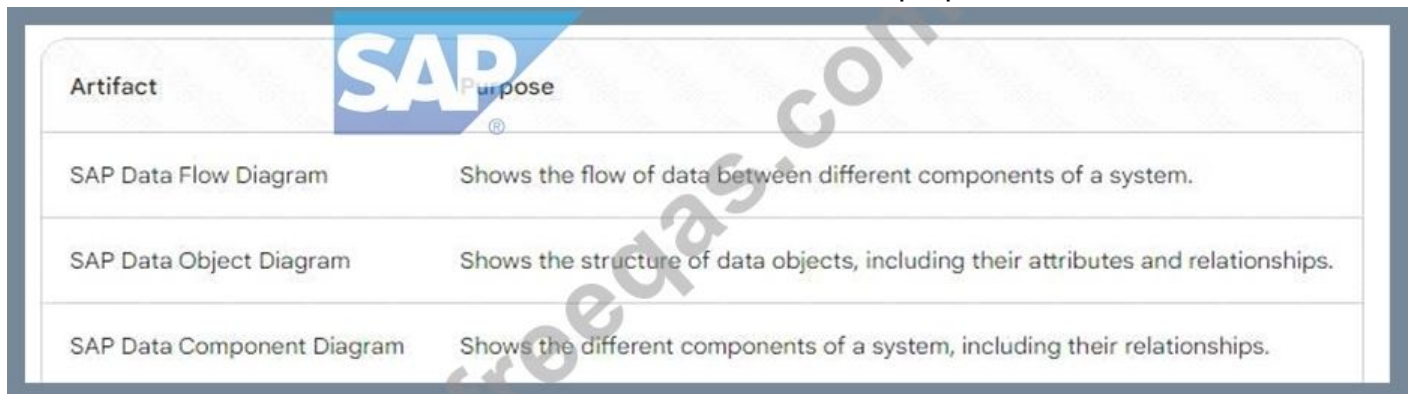
The SAP Data Flow Diagram (DFD) is an artifact from the SAP Reference Solution Architecture that shows which data objects are exchanged between SAP application components in a given end-to-end scenario. The DFD uses a graphical representation to show the flow of data between different components of a system.

The SAP Data Object Diagram (DOD) is also an artifact from the SAP Reference Solution Architecture, but it does not show the flow of data between different components. The DOD shows the structure of data objects, including their attributes and relationships.

The SAP Data Component Diagram (DCD) is an artifact from SAP Signavio Process Explorer, which is a tool for modeling business processes. The DCD shows the different components of a system, including their relationships.

Therefore, the correct answer is option B.

Here is a table that summarizes the different artifacts and their purposes:



Artifact	Purpose
SAP Data Flow Diagram	Shows the flow of data between different components of a system.
SAP Data Object Diagram	Shows the structure of data objects, including their attributes and relationships.
SAP Data Component Diagram	Shows the different components of a system, including their relationships.

According to the SAP Reference Architecture Content: An Overview - Part 2 , the SAP Data Flow Diagram is an artifact that shows the flow of data through the SAP solution, from the source to the destination. It also shows which data objects are exchanged between the different components and services of the SAP solution, such as master data, transactional data, analytical data, or configuration data. The SAP Data Flow Diagram can help you to understand and communicate how data is created, transformed, and consumed in a SAP solution, and to identify and optimize the data integration points and dependencies.

The other options (A and C) are not correct for the artifact from the SAP Reference Solution Architecture that shows which data objects are exchanged between SAP application components in a given end-to-end scenario, because they either do not exist or do not show the data flow. For example:

Option A is not correct because there is no such artifact as SAP Data Object Diagram in the SAP Reference Solution Architecture content. The SAP API Business Accelerator Hub (api.sap.com) is a platform that provides access to SAP APIs, events, and related resources, but it does not provide any diagrams that show the data objects exchanged between SAP application components.

Option C is not correct because the SAP Data Component Diagram is not an artifact that shows the data flow, but rather an artifact that shows the main components and services that constitute the target application architecture, as well as their relationships and interactions. The SAP Data Component Diagram does not show which data objects are exchanged between the different components and services of the SAP solution. The SAP Signavio Process Explorer is a tool that helps you to model, analyze, and optimize business processes, but it does not provide any diagrams that show the data flow.

NEW QUESTION: 10

Your company adapts SAP's Integration Solution Advisory Methodology (ISA-M) as an Integration Solution Playbook. In your role as Lead Enterprise Architect, you are asked to decide which integration approach to take for this solution. Which of the following approaches is recommended by SAP ISA-M for identifying an integration solution and strategy?

A screenshot of a document titled 'freeedas.com' showing the SAP ISA-M methodology steps. The steps are listed in two columns. The first column contains steps 1 through 5, and the second column contains steps 1 through 4. A large blue SAP logo is overlaid on the bottom left of the screenshot. The steps are: 1. Document and review the existing integration (architecture); 2. Scope focus areas, for example future required building blocks; 3. Find suitable integration technology for the required building blocks; 4. Define Integration best practices and governance processes.; 5. Rollout the integration solutions in a staged approach; 1. Retrieve the documentation for the solutions that need to be integrated and identify best practices and recommendations for their integration.; 2. Assess existing integration components for re-use; 3. Identify white spots and find suitable integration solutions that can cover them; 4. Define Integration best practices and governance processes; 1. Document and review the existing integration (architecture); 2. Scope focus areas, for example future required building blocks; 3. Identify architecture relevant use-cases (technology agnostic/clustered in use-case patterns); 4. Map these use case patterns to integration technology; 5. Define Integration Best Practices; 6. Enable a Practice of Empowerment.

1. Document and review the existing integration (architecture)

2. Scope focus areas, for example future required building blocks

3. Find suitable integration technology for the required building blocks

4. Define Integration best practices and governance processes.

5. Rollout the integration solutions in a staged approach

1. Retrieve the documentation for the solutions that need to be integrated and identify best practices and recommendations for their integration.

2. Assess existing integration components for re-use

3. Identify white spots and find suitable integration solutions that can cover them

4. Define Integration best practices and governance processes

1. Document and review the existing integration (architecture)

2. Scope focus areas, for example future required building blocks

3. Identify architecture relevant use-cases (technology agnostic/clustered in use-case patterns)

4. Map these use case patterns to integration technology

5. Define Integration Best Practices

6. Enable a Practice of Empowerment.

A. 1.Document and review the existing integration (architecture)/2. Scope focus areas, for example future required building blocks/3. Find suitable integration technology for the required building blocks /4. Define Integration best practices and governance processes./5. Rollout the integration solutions in a staged approach

Define Integration best practices and governance processes./5. Rollout the integration solutions in a staged approach

B. 1.Retrieve the documentation for the solutions that need to be integrated and identify best practices and recommendations for their integration./2. Assess existing integration components

for re-use./3. Identify white spots and find suitable integration solutions that can cover them./4. Define Integration best practices and governance processes.

C. 1.Document and review the existing integration (architecture)/2. Scope focus areas, for example future required building blocks/3. Identify architecture relevant use-cases (technology agnostic/clustered in use-case patterns)/4. Map these use case patterns to integration technology./5. Define Integration Best Practices./6. Enable a Practice of Empowerment.

Answer: C (LEAVE A REPLY)

Explanation

The best answer for the integration approach to take for this solution is C. According to the SAP Integration Solution Advisory Methodology (ISA-M), which is a methodology offered by SAP that helps enterprise architects define an integration strategy for their organizations and derive related integration guidelines, the recommended approach for identifying an integration solution and strategy is:

Document and review the existing integration (architecture). This step involves documenting and analyzing the current state of the integration landscape, including the integration scenarios, technologies, patterns, standards, and governance processes. The goal is to understand the strengths and weaknesses of the existing integration (architecture) and identify the gaps and improvement areas.

Scope focus areas, for example future required building blocks. This step involves defining and prioritizing the focus areas for the integration project, such as new or changed business requirements, integration scenarios, or technologies. The focus areas are derived from the gaps and improvement areas identified in the previous step, as well as from the business goals and drivers of the organization. The focus areas are also mapped to future required building blocks, which are logical components that represent the desired capabilities or functionalities of the integration solution.

Identify architecture relevant use-cases (technology agnostic/clustered in use-case patterns). This step involves identifying and describing the use-cases that are relevant for the integration project, such as process integration, data integration, user integration, or thing integration. The use-cases are technology agnostic, meaning that they do not specify any particular technology or service for implementation. The use-cases are also clustered in use-case patterns, which are generic templates that capture the common characteristics and requirements of similar use-cases.

Map these use case patterns to integration technology. This step involves mapping the use-case patterns to suitable integration technologies or services that can implement them. The mapping is based on a set of criteria and decision tables that consider various aspects of the use-case patterns, such as complexity, performance, security, or scalability. The mapping also takes into account the existing or planned integration technologies or services in the organization's landscape.

Define Integration Best Practices. This step involves defining and documenting the best practices and guidelines for designing, developing, testing, deploying, monitoring, and governing the integration solutions. The best practices and guidelines are based on SAP's recommendations and industry standards, as well as on the organization's specific needs and preferences. The best

practices and guidelines also cover various aspects of the integration project, such as naming conventions, error handling, logging, tracing, or versioning.

Enable a Practice of Empowerment. This step involves enabling and empowering the different roles and personas involved in the integration project, such as integration architects, developers, testers, operators, or business users. The goal is to foster a culture of collaboration and innovation among the stakeholders, and to provide them with the necessary skills, tools, and resources to execute their tasks effectively and efficiently.

The other options (A and B) are not correct for the integration approach to take for this solution, because they either skip or misrepresent some of the steps in the SAP Integration Solution Advisory Methodology (ISA-M).

For example:

Option A is not correct because it does not include identifying architecture relevant use-cases (technology agnostic/clustered in use-case patterns), which is a key step to define and categorize the integration requirements in a generic way. It also does not include enabling a practice of empowerment, which is a key step to ensure the success and sustainability of the integration project.

Option B is not correct because it does not include documenting and reviewing the existing integration (architecture), which is a key step to understand the current state of the integration landscape and identify the gaps and improvement areas. It also does not include scoping focus areas or mapping use case patterns to integration technology, which are key steps to define and prioritize the future state of the integration solution.

For more information on the SAP Integration Solution Advisory Methodology (ISA-M) and its steps, you can refer to [SAP Integration Solution Advisory Methodology: Template version 4.0 available now | SAP Blogs](#) or [Integration Solution Advisory Methodology \(ISA-M\): Define Integration Guidelines for Your Organization | SAP Blogs](#).

NEW QUESTION: 11

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 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. 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: 12

Green Elk & Company is the world's leading manufacturer of agricultural and forestry machinery. The former company slogan "Eik always runs has recently been changed to "Eik 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 decision was taken to implement regional S/4HANA productive systems while ensuring a high degree of standardization.

Which of the following implementation approach would you consider best in this case?

- A.** Phased by Application
- B.** Big Bang
- C.** Small buck

D. Phased by Company

Answer: D ([LEAVE A REPLY](#))

Explanation

The best implementation approach for Green Elk & Company in this case is the phased by company approach.

This approach involves implementing S/4HANA in one company or business unit at a time, while keeping the existing ERP systems running for the rest of the organization. This approach has several advantages for Green Elk & Company, such as:

It allows them to focus on the specific requirements and challenges of each regional market, such as China, India, and other parts of Asia, and tailor the S/4HANA solution accordingly.

It reduces the risk and complexity of the implementation by limiting the scope and impact of each phase, and enabling faster testing and validation of the S/4HANA system.

It facilitates the adoption and change management of S/4HANA by providing a gradual and smooth transition for the users and stakeholders, and allowing them to learn from the experiences and best practices of each phase.

It ensures a high degree of standardization across the organization by leveraging the SAP Activate methodology, which provides a common framework, tools, and accelerators for S/4HANA implementations.

The other options (A, B, C) are not the best implementation approaches for Green Elk & Company in this case, because they have some drawbacks, such as:

Phased by application: This approach involves implementing S/4HANA by functional area or module, such as finance, logistics, or human resources. This approach is not suitable for Green Elk & Company because it would create inconsistencies and integration issues between the S/4HANA and ERP systems, and it would not address the specific needs and challenges of each regional market.

Big bang: This approach involves implementing S/4HANA for the entire organization at once, replacing all the existing ERP systems. This approach is not suitable for Green Elk & Company because it would entail a high risk and complexity of the implementation, and it would require a massive effort and investment in terms of time, resources, and change management.

Small buck: This approach involves implementing S/4HANA for a small subset of users or processes within a company or business unit. This approach is not suitable for Green Elk & Company because it would limit the benefits and value of S/4HANA, and it would not support their strategic goal of increasing their revenue in the emerging markets.

Verified References: SAP Activate Methodology, SAP S/4HANA Implementation Scenarios, SAP S/4HANA Deployment Options

NEW QUESTION: 13

While discussing the Smart Battery initiative in greater detail with the appropriate stakeholder, as Chief Enterprise Architect of Wanderlust, you discover that several key areas such as value proposition, cost structure, revenue streams, partners, and channels have been worked upon in isolation and therefore do not tally with each other. Which artifact would you recommend to bring

all the above key dimensions together in a single window, to have a unified, consistent, holistic view of the Smart Battery initiative?

A. Architecture Principles

B. Statement of Architecture Work

C. Business Strategy Map

D. Business Model Canvas

Answer: D (LEAVE A REPLY)

Explanation

A Business Model Canvas is a strategic management and entrepreneurial tool that allows you to describe, design, challenge, invent, and pivot your business model¹. A Business Model Canvas consists of nine building blocks that cover the four main areas of a business: customers, offer, infrastructure, and financial viability².

These building blocks are:

Value Proposition: The value that you deliver to your customers and the problem that you solve for them.

Customer Segments: The different groups of people or organizations that you aim to reach and serve.

Channels: The ways that you communicate with and deliver value to your customers.

Customer Relationships: The types of relationships that you establish and maintain with your customers.

Revenue Streams: The sources of income that you generate from your value proposition.

Key Resources: The most important assets that you need to create and deliver your value proposition.

Key Activities: The most important things that you do to create and deliver your value proposition.

Key Partnerships: The network of suppliers and partners that help you create and deliver your value proposition.

Cost Structure: The most significant costs that you incur to create and deliver your value proposition.

A Business Model Canvas is a useful artifact to bring all the key dimensions of the Smart Battery initiative together in a single window, to have a unified, consistent, holistic view of the initiative. By using a Business Model Canvas, you can:

Visualize the entire business model of the Smart Battery initiative on one page.

Identify the gaps, inconsistencies, or conflicts among the different elements of the business model.

Align the value proposition, cost structure, revenue streams, partners, and channels with the customer segments and their needs.

Test and validate your assumptions and hypotheses about the business model.

Iterate and improve your business model based on feedback and data.

Verified References: 1: <https://www.strategyzer.com/canvas/business-model-canvas> | 2:

<https://www.investopedia.com/terms/b/business-model-canvas.asp>

NEW QUESTION: 14

Wanderlust's numbers for order booking have been on a free-fall, ever since a recent economic downturn reduced showroom footfall to near zero. To counter the drop in in-person bookings, the CEO and CIO have been looking to revive their online channel, which was started six years ago. However, this channel was seldom used before the pandemic, which has led to a complete breakdown of Wanderlust's online marketing business ecosystem. Also of major concern, is their existing Non-SAP Marketing application, which lays unused due to poor integration with SAP CRM. As Chief Enterprise Architect, you have been approached by the CEO to document the online marketing business ecosystem first. Which of the following actions would you do to meet your CEO's request? Note: There are 2 correct answers to this question

- A.** Identify a suitable online marketing application that is better integrated with SAP CRM and ECC and can replace the existing one.
- B.** Identify the online marketing business capabilities and processes.
- C.** Identify the key organizational units, partners, and stakeholder groups that make up the online marketing ecosystem.
- D.** Draw an organization map highlighting the inter relationships and hierarchies amongst the above organizational units, partners, and stakeholder groups.

Answer: B,C (LEAVE A REPLY)

Explanation

Identifying the online marketing business capabilities and processes will help to understand the current state of the ecosystem and identify the areas where improvement is needed. For example, if the ecosystem does not have the ability to track leads or manage customer relationships, then these will be areas that need to be addressed.

Identifying the key organizational units, partners, and stakeholder groups that make up the online marketing ecosystem will help to understand the relationships between the different entities in the ecosystem and identify the dependencies between them. For example, if the marketing team relies on the sales team to provide leads, then this dependency will need to be considered when designing the new ecosystem.

The other two options, Identifying a suitable online marketing application that is better integrated with SAP CRM and ECC and can replace the existing one and Drawing an organization map highlighting the inter relationships and hierarchies amongst the above organizational units, partners, and stakeholder groups, are not as critical at this stage. The application can be identified and the organization map can be drawn once the business capabilities and processes have been identified and the key organizational units, partners, and stakeholder groups have been identified.

Therefore, the best course of action is to identify the online marketing business capabilities and processes and identify the key organizational units, partners, and stakeholder groups that make up the online marketing ecosystem. This will help to understand the current state of the ecosystem and identify the areas where improvement is needed.

NEW QUESTION: 15

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?

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

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

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.

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



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 where necessary. 3. Use the principles as guardrails for your subsequent activities.

Answer: C (LEAVE A REPLY)

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: 16

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.

The screenshot shows a form with three stakeholder entries. Each entry has a text box for feedback and a dropdown menu for categorization. The dropdown menus are currently open, showing the options: Opponents, Promoters, Enthusiasts, and Resisters.

- 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
- 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
- Wanderlust Global Management Application Owner in IT** – prefers continuity despite heavy customization, citing niche business requirements though, presumably, the primary reason is fear of losing position

Answer:

This screenshot is identical to the one above, but the dropdown menus are closed. The text of the stakeholder feedback is visible, and the dropdown options are not shown.

SUM 3177 Application Owner in 11 – has already started updating in 3/4 PLANA 62877

Vanderlust Greenbush, Australia Plant Head – discourages consolidation of instances, citing the need for flexibility to accommodate the frequently changing environmental regulations in battery manufacturing plants

Vanderlust 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

Local Management Applications Owner in 11 – favours continuity despite heavy customization, citing niche business requirements. Although, presumably, the primary reason is fear of losing position



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