

810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Which is a benefit of using the power/influence grid to manage stakeholders?

- A. It helps sales professionals to present solutions in the right business or technical language and context.
- B. It aligns the stakeholder audience's goals with a good business proposition.
- C. It helps move stakeholders from their current to their optimal positions.
- D. It ensures that the sales professional identifies the appropriate key performance indicators for outcomes.

Correct Answer: C

QUESTION 2

Which role of a Gatekeeper is true?

- A. stakeholder or stakeholders who have influence on the relationship between other stakeholders and the person delivering the message
- B. stakeholder or stakeholders who have the ultimate decision-making authority and influence
- C. stakeholder or stakeholders for whom the decision may either directly or indirectly impact
- D. stakeholder or stakeholders who may place roadblocks into the process

Correct Answer: A

QUESTION 3

Which activity is performed by the Cisco business architect?

- A. Develop low-level designs.
- B. Determine the required business capabilities.
- C. Create a product build of materials.
- D. Provide product-specific technical support.

Correct Answer: B

QUESTION 4

When selling business outcomes, which two key points/ factors related to understanding actual achievement of goals must be considered? (Choose two.)

- A. specific timeframe and periods

- B. communicational procedures
- C. metrics and calculation procedures
- D. project management milestones

Correct Answer: AC

QUESTION 5

Which are three characteristics of key performance indicators (KPIs)? (Choose three.)

- A. KPIs are set according to magnitude and urgency
- B. KPIs must be strategic and tactical in nature
- C. KPIs measure progress against goals
- D. KPIs can be financial, managerial, or operational
- E. KPIs define what needs to happen to achieve desired results within a timeframe

Correct Answer: CDE

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