

810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Which two factors must you know about stakeholders to identify where they fall in a power grid? (Choose two.)

- A. role in company
- B. purchasing power
- C. degree of interest
- D. size of budget
- E. degree of influence

Correct Answer: CE

QUESTION 2

During a business lead engagement, which role of the aspiring Cisco Business Architect is true?

- A. to be more business focused
- B. dedicated to running proof of value
- C. to be more technology focused
- D. to promote the business lead approach with other line of business

Correct Answer: C

QUESTION 3

How does understanding the customer's business model holistically address the customer's business challenge?

- A. Segmented solutions designed for their specific outcomes makes it easier for them to be more relevant to their company's business challenges.
- B. Customers define how they want to measure success, and we work with them to turn this into metrics and a plan to achieve results.
- C. As your conversations become more focused on their business challenges and value, customers will see you as a problem solver and not just a sales person.
- D. With the comprehensive solution addressing their whole infrastructure, it is easier for customers to see value and progress, see gaps and what is next, and manage their IT investments.

Correct Answer: C

QUESTION 4

Drag and drop the components of a business case for change into the suggested order for presentation.

Select and Place:

business strategy	1
business value proposition	2
business change life cycle	3
KPL, CSF, metrics	4
technology solutions	5

Correct Answer:

	business value proposition
	business strategy
	business change life cycle
	technology solutions
	KPL, CSF, metrics

QUESTION 5

Which two dimensions are used in the stakeholder power grid? (Choose two.)

- A. Influence/Authority
- B. Power/Influence
- C. Interest/Empathy
- D. Interest/Support

E. Consensus/Support

Correct Answer: BD

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