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810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

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

QUESTION 2

According to Cisco best practice, which option must you understand before you identify business outcome opportunities?

A. organization chart

B. decision-making process

C. current technology plan

D. customer value proposition

Correct Answer: D

QUESTION 3

Which option is a structured way to understand business landscape and context?

A. business model canvas

B. business outcomes canvas

C. business model outcomes

D. business canvas approach

Correct Answer: A

QUESTION 4

Which option is a main benefit that Cisco Partners bring to the table for customers?

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A. additional teams to implement solutions in a timely manner

B. relationships with key Cisco personnel

C. a large customer base for which to sell Cisco services

D. Cisco expertise and the ability to have specializations in certain practice areas

Correct Answer: D

QUESTION 5

During which Cisco Business Architecture phase does Information Technology Infrastructure Library?become relevant?

A. develop and verify

B. customer knowledge

C. deploy and measure

D. customer commit

E. research and analyze

Correct Answer: C

QUESTION 6

Drag and drop the type of sale model on the left to the business driver on the right.

Select and Place:

Solution selling	Value
Solution selling	Pain points
Outcomes selling	Needs
Outcomes selling	Priorities

Correct Answer:

	Outcomes selling
	Solution selling
	Solution selling
	Outcomes selling

QUESTION 7

Which description is the primary long-term goal of executing on a business roadmap?

A. to realize business value

B. to define technical value

C. to realize technical value
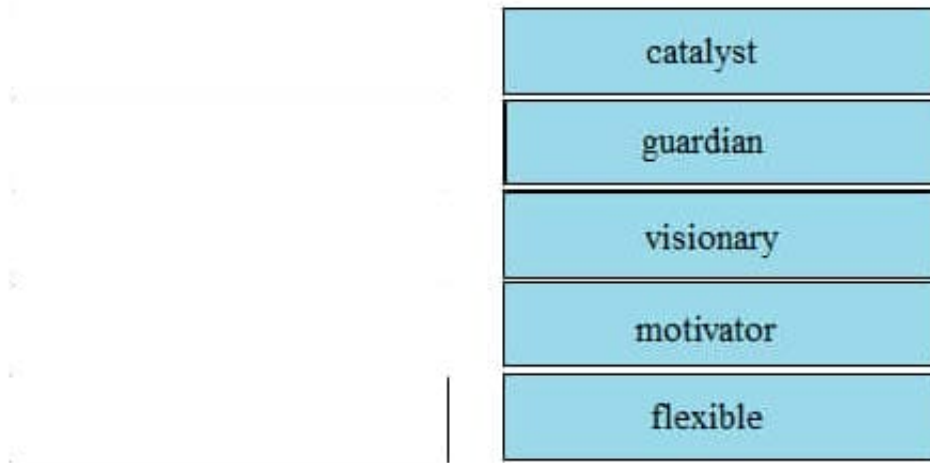
D. to define business value

Correct Answer: A

QUESTION 8

Drag and drop the decision-making styles from the left onto the correct characteristics on the right.

Select and Place:

flexible	prefers action to caution
catalyst	careful planners
visionary	adopts change
motivator	formal process
guardian	involves a variety of people

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Correct Answer:

| catalyst |
| guardian |
| visionary |
| motivator |
| flexible |

QUESTION 9

Which domains of the Open Group Architecture Framework?are included in the customer knowledge phase of Cisco Business Architecture?

A. business architecture, information systems architecture, technology architecture, opportunities and solutions

B. business architecture, architecture vision, technology architecture

C. preliminary, architecture vision, business architecture

D. business architecture, information systems architecture, technology architecture

Correct Answer: C

QUESTION 10

During a business solutions engagement, which item is nonessential for the Systems Engineers and Sales leadership to be aware of?

A. maturity levels discussed during the business solution engagement

B. ability to support the business solution engagement

C. tools used during the business solution engagement

D. engagement type reviewed during the business solution engagement

Correct Answer: A

QUESTION 11

For which categories can collaboration between the sales professional and the customer achieve business goals?

A. industry markets, technology innovation, and business incentives

B. line of business, technology innovation, and business outcomes

C. industry markets, technology innovation, and business outcomes

D. line of business, industry markets, and realized business value

Correct Answer: D

QUESTION 12

Which solution enables business outcomes in the healthcare industry?

A. Multilayer Switching

B. Medianet

C. Collaboration

D. Advanced Routing

Correct Answer: B

QUESTION 13

What is an advantage of the Cisco Business Architecture approach for the account team?

A. decreased account manager involvement

B. longer-term customer engagement and relationship

C. short sales lead times

D. decreased customer relevance

Correct Answer: B

QUESTION 14

How many maturity levels does Information Technology Infrastructure Library?provide to gauge enterprise maturity?

A. 3

B. 5

C. 7

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D. 10

Correct Answer: B

QUESTION 15

Which are the four types of requirements for aligning outcomes to business needs?

A. Business, Functional, Strategic, Tactical

B. Strategic, Tactical, Operational, Procedural

C. Functional, Operational, Administrative, Strategic

D. Business, Technical, Functional, Transitional

Correct Answer: D

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