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Vendor:Cisco

Exam Code:810-440

Exam Name:Adopting The Cisco Business
Architecture Approach (DTBAA)

Version:Demo

QUESTION 1

Drag and drop the steps of The Seven Elements framework on the left to the right in sequential order.

Select and Place:

Communications	Target 1
Best Alternative	Target 2
Relationship	Target 3
Interests	Target 4
Commitment	Target 5
Legitimacy	Target 6
Options	Target 7

Correct Answer:



QUESTION 2

What is the benefit of the Cisco Business Architecture approach for the customer?

- A. It captures market analysis in an easy-to-digest format.
- B. It realizes business value by exclusively.
- C. It realizes business value from a defined technology feature set.
- D. It captures and realizes business value from defined business outcomes.

Correct Answer: D

QUESTION 3

What two business-led approaches by the Business Architect are true? (Choose two.)

- A. places the needs of the customer and their business outcomes at center stage
- B. places the needs of the customer at center stage by focusing product discussions with key stakeholders to business outcomes
- C. places the needs of the customer at center stage by leading product discussions with key customer stakeholders to ensure that product capabilities are well understood
- D. works with the customer to co-operatively determine the products needed to deliver a business solution
- E. works with the customer to co-operatively determine the required business capabilities and business solutions

Correct Answer: A

QUESTION 4

Which is a good technique to demonstrate the value of technology so that stakeholders can understand what is possible?

- A. Developing business scenarios
- B. Performing gap analysis
- C. Defining the as-is or current state of an enterprise process or operation
- D. Comparing technical features of different solutions

Correct Answer: A

QUESTION 5

Which framework is used to plan influential communication when seeking customer support for action?

- A. business model canvas
- B. principled negotiation
- C. seven elements
- D. stakeholder analysis matrix

Correct Answer: C

Business Model Canvas is to define the customer environment, business model, and motivators for change, whereas Seven Elements Framework helps in communicating and negotiating with stakeholders.

QUESTION 6

KPIs are quantitative measurement of progress against the tactical goals of an organization. Which are three characteristics of KPIs? (Choose three.)

- A. KPIs must be strategic and tactical in nature
- B. KPIs can be financial, managerial, or operational
- C. KPIs measure progress against goals
- D. KPIs are set according to priorities: magnitude and urgency
- E. KPIs define what needs to happen to achieve desired results in the time, budget, and level of expected quality

Correct Answer: BCE

QUESTION 7

Which option must you know when you plan to negotiate or reach agreement?

- A. underlying Interests of the stakeholders
- B. timing for decision on purchases
- C. the customer budget
- D. Cisco offerings

Correct Answer: A

QUESTION 8

Which element is recommended to align solutions and services to the customer business?

- A. key performance indicator
- B. total cost of ownership
- C. goals and objectives
- D. critical success factor

Correct Answer: D

QUESTION 9

Emerging trends in technology are impacting business outcomes with respect to optimization and innovation. Which are the big four emerging trends?

- A. Cloud, Industry Issues, Consumerization, IT Appliances
- B. Cloud, Mobility, Activity Based Working, Security
- C. Cloud, Social Media, Software Defined Networking, Big Data

D. Cloud, Mobility, Analytics, Social Media

Correct Answer: D

QUESTION 10

Which statement is true regarding technical requirements?

- A. They establish the technical features that the customer value proposition must include.
- B. They establish the technical strategy customer needs to follow to double the business size.
- C. They establish what the business needs to do in order to reduce time to market.
- D. They establish the business strategy that the customer must follow to accelerate their go to market.

Correct Answer: A

QUESTION 11

Which is a direct financial benefit from business outcomes?

- A. increased net present value
- B. reduced capital expenditures
- C. increased chargeback
- D. increased total cost of ownership

Correct Answer: B

QUESTION 12

What is a primary benefit of asking questions to stakeholders who do not have strong decision authority over project funding, but who do have relevant experience?

- A. It shows them that you are interested in their opinions.
- B. The more data, the better.
- C. It can find requirements or opportunities that are relevant to future discussions.
- D. It shows the decision makers you are taking the initiative to get input from people that they might not have identified for interviews.

Correct Answer: C