



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

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 2

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

QUESTION 3

What is the benefit of using the Business Model Canvas to understand and describe the customer's business?

- A. It is a mandatory tool in every business school.
- B. Business models are the same across industry verticals.
- C. Understanding the customer business model is essential for determining the right business outcomes.
- D. Each organization has multiple business models.

Correct Answer: C

QUESTION 4

Which option is most likely to improve interactions with customers?

- A. Understand their communication style.



- B. Understand the goals of their team.
- C. Learn their personal interests.
- D. Know the time available to present the solution.

Correct Answer: A

QUESTION 5

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

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