



# 810-440<sup>Q&As</sup>

Adopting The Cisco Business Architecture Approach (DTBAA)

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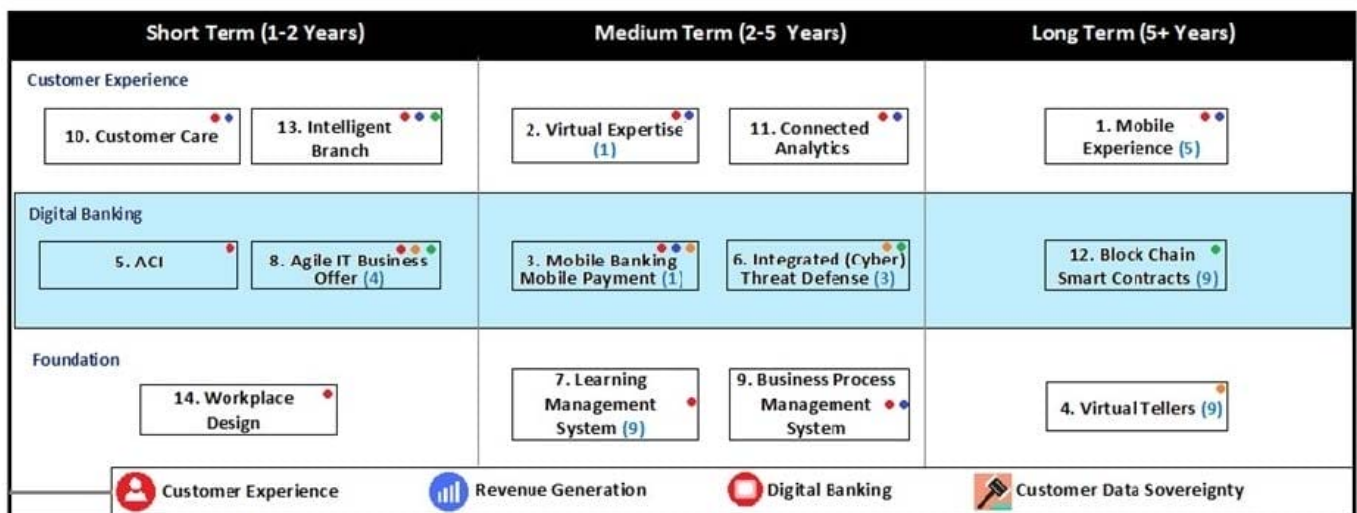
### QUESTION 1

Which option is used to describe a customer's vision, mission, strategy, and major initiatives?

- A. business value chain
- B. business model canvas
- C. critical success factor
- D. technology implementation plan

Correct Answer: B

### QUESTION 2



Refer to the exhibit. Which proposal does the exhibit describe?

- A. technology project plan
- B. account plan
- C. technical reference architecture
- D. business roadmap

Correct Answer: D

### QUESTION 3

What are two customer goals and objectives driven by their value proposition? (Choose two.)

- A. Bring digital value to customers, suppliers, partners (ease of doing business).



- B. Reduce the sales force and customer interaction.
- C. Transform the customer experience.
- D. Reduce Operating Expenses and increase Capital Expenditures.

Correct Answer: AC

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#### QUESTION 4

Which option is a key concept of the unique Cisco sales approach?

- A. Add as many new Cisco technologies to the solution that meet customer needs.
- B. Start driving outcomes for customers, and go beyond selling and implementing technology solutions.
- C. Put together the most logical set of services for the customer.
- D. Engage in dialog about customer needs and new technologies.

Correct Answer: B

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#### QUESTION 5

Which one of the following solutions enable business outcomes in the manufacturing industry?

- A. Remote Expert
- B. Advanced Routing
- C. Service Provider Network Infrastructure
- D. Plant Floor Control Network
- E. Multilayer Switching

Correct Answer: C

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