810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Stakeholder audiences cover a range of customers, sales professionals, and others. Which three key position groups make up important stakeholders? (Choose three.)

A. Executives

B. Influencers

C. Employees

D. Decision makers

E. Suppliers

Correct Answer: ACE

QUESTION 2

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 3

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 4

What characteristic is unique to Cisco\\'s intercloud solution?

A. broad partner network

B. includes public cloud

C. advanced security features

D. runs standard applications

Correct Answer: A

QUESTION 5

Which role has direct responsibility for the customer relationship?

A. Account Manager

B. Technical Solutions Architect

C. Business Architect

D. Systems Engineer

Correct Answer: A

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