



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

From the customer perspective, which are two benefits that result when moving from an on premise solution to a Cloud solution? (Choose two.)

- A. Recurring revenue stream
- B. Lower initial investment
- C. Higher ROI from investment
- D. Increased value of company
- E. Long-term business cycles benefits

Correct Answer: BC

QUESTION 2

Which two options are characteristics of Critical Success Factors (CSFs)? (Choose two.)

- A. CSFs describe what is needed by an organization or project to reach its goal.
- B. CSFs receive special and continual attention from management.
- C. CSFs are quantitative in nature and focus stakeholder relationships
- D. CSFs link business initiatives to adopt solutions and services

Correct Answer: AB

QUESTION 3

During a business lead engagement, which role of the aspiring Cisco Business Architect is true?

- A. to be more business focused
- B. dedicated to running proof of value
- C. to be more technology focused
- D. to promote the business lead approach with other line of business

Correct Answer: C

QUESTION 4

You are a systems engineer and are trying to build credibility and rapport with senior leadership within your customer. Which method is the best way to demonstrate these qualities?



- A. Understand the current state of their network infrastructure so that you can advise them how the latest technology developments will be incorporated into a refresh of the infrastructure.
- B. Understand what business drivers are impacting their market space.
- C. Understand the current state of their network infrastructure so that you can describe a plan to refresh the infrastructure.
- D. Provide the customer with the latest technology developments so that they understand how you can help them.

Correct Answer: B

QUESTION 5

Which statement is true?

- A. A view can be generic and stored in libraries for later reuse.
- B. A viewpoint is the perspective of an individual user.
- C. Some views do not have associated viewpoints.
- D. A view is perspective of an individual user.

Correct Answer: D

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