



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Which external influence to a business model is true?

- A. organizational culture
- B. business maturity
- C. market forces
- D. organizational readiness

Correct Answer: C

QUESTION 2

Which three additional costs may arise from a subscription model and should be factored into the total cost of ownership of IT as a Service? (Choose three.)

- A. Cost of accounting and tracking
- B. Software asset and management
- C. Cost of Hardware and Software
- D. Auditing and control
- E. Chargeback and Show back
- F. It varies, depending on the technology solution or service

Correct Answer: ABD

QUESTION 3

Which two descriptions of the customer journey are true? (Choose two.)

- A. The customer journey has eight phases to deliver business outcomes.
- B. It spans the spectrum from business vision to value realization.
- C. It is a business-centric view of the customer business.
- D. It is an IT-centric view of their business needs.
- E. It starts with the customer's technology vision.

Correct Answer: BC



QUESTION 4

Which option is a structured process to understand business landscape and context?

- A. business model canvas
- B. business outcomes canvas
- C. business model outcomes
- D. business canvas approach

Correct Answer: A

QUESTION 5

What is a key differentiator of the Cisco Data Analytics market solution?

- A. It manages a higher volume of data than the competition.
- B. It sets new standards for data capture and storage.
- C. It includes a new Cisco category of cloud applications.
- D. It offers an end-to-end industry platform.

Correct Answer: D

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