



# 840-450<sup>Q&As</sup>

Mastering The Cisco Business Architecture Discipline (DTBAD)

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### QUESTION 1

The business proposal addresses business impact in several ways. Which benefit can be used in a business proposal?

- A. new customer segments
- B. risk free productivity
- C. lower spending trend
- D. technology upgrades

Correct Answer: A

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### QUESTION 2

Which two business activities in Porter's business value chain are primary activities instead of support activities? (Choose two.)

- A. human resource management
- B. inbound logistics
- C. technological development
- D. marketing and sales
- E. firm infrastructure

Correct Answer: BD

Reference: [https://www.mindtools.com/pages/article/newSTR\\_66.htm](https://www.mindtools.com/pages/article/newSTR_66.htm)

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### QUESTION 3

When you write a business proposal, which two types of information must you consider? (Choose two.)

- A. a business motivation model
- B. the Seven Elements Framework
- C. direct and indirect benefits
- D. risk identification and risk management
- E. a business model canvas

Correct Answer: CD

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#### QUESTION 4

Which tool do you determine priorities and sequencing for the business roadmap when you want to implement new capabilities and solutions?

- A. business strategy value map
- B. customer readiness index matrix
- C. ability to execute matrix
- D. business solution impact index

Correct Answer: D

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#### QUESTION 5

Which definition of gross profit is true?

- A. financial consequences of investments and actions
- B. capital and operating expenditures
- C. income that remains after considering the cost of goods sold
- D. administration and sales expenses necessary to run day-to-day operations

Correct Answer: C

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