



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

Mastering The Cisco Business Architecture Discipline (DTBAD)

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**QUESTION 1**

A customer wants to invest in a reliable network, data center, and collaboration solution with no ROI investigation. Which engagement maturity level is appropriate for this customer?

- A. Partial business engagement
- B. Business-first engagement
- C. Multi-domain engagement
- D. Domain-specific engagement

Correct Answer: A

**QUESTION 2**

DRAG DROP

Consider the four building blocks of the BMC that are directly linked to the customer segment. Drag and drop the four correct building blocks from the left to the right. Not all options are used.

Select and Place:

Key resources	
Channels	
Value proposition	
Key partners	
Revenue stream	
Cost structure	
Key activities	
Customer relationships	

Correct Answer:



**QUESTION 3**

Which type of engagement does a business architect pursue?

- A. solutions to drive measurable business impact to the business
- B. IT operations transformation engagements
- C. large, complex, data-center architecture engagements
- D. multidomain technology architecture engagements

Correct Answer: A

**QUESTION 4**

Which tool evaluates the ability of the business to execute on solutions?

- A. customer journey map
- B. business motivation model
- C. business roadmap



D. internal and external influencers chart

Correct Answer: A

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#### QUESTION 5

You are contacting a stakeholder who has a high level of power but has little interest or support for the project. Which type of engagement is recommended?

- A. Persuade the stakeholder.
- B. Show consideration to the stakeholder.
- C. Engage and consult the stakeholder regularly.
- D. Meet the needs of the stakeholder.

Correct Answer: D

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