



840-450^{Q&As}

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QUESTION 1

You are creating a target state business model. Which statement about linkages between building blocks in the business model canvas is true?

- A. Building blocks on the bottom of the business model canvas affect other blocks on the bottom only
- B. Building blocks on the right side of the business model canvas affect other building blocks on the right side only.
- C. Building blocks in the business model canvas affect other building blocks in any permutation.
- D. The relationships between building blocks on the business model canvas are fixed.

Correct Answer: D

QUESTION 2

An engagement at the business solutions maturity level addresses which customer Question:?

- A. How do I measure the business impact of technology investments?
- B. How do I transform my business capabilities?
- C. How do I facilitate innovation as a service by fast-tracking technology enablement?
- D. What are the benefits of a multidomain data center and collaboration architecture?

Correct Answer: B

QUESTION 3

Which two levels of the Cisco Engagement Readiness Assessment can be included or assigned to a business architect? (Choose two.)

- A. technology specific
- B. business solutions
- C. product roadmaps
- D. technology architecture
- E. business transformation

Correct Answer: BE

QUESTION 4

When you create a business proposal, what are two key technology investment considerations? (Choose two.)



- A. how highly reusable solutions drive efficiency
- B. how the investment provides a competitive advantage
- C. how services and solutions drive lower costs
- D. whether the investment enhances the customer journey
- E. which risks are associated with investing

Correct Answer: BD

QUESTION 5

Which tool do you use to establish a process for communication planning?

- A. Value Proposition Canvas
- B. Seven Elements Framework
- C. Business System Model
- D. Business Proposal

Correct Answer: B

QUESTION 6

What are the four roles of enterprise architectures?

- A. technology, information, applications, business strategy
- B. architecture, applications, technology, compliance
- C. security, technology, business, strategy
- D. risk, technology, business strategy, information

Correct Answer: A

QUESTION 7

Which aspect of a business do KPI measure?

- A. regulatory compliance
- B. the key priorities of an organization
- C. the quality of how an organization performs
- D. progress against tactical goals



Correct Answer: D

QUESTION 8

Which tool enables stakeholders to visualize the process that enables them to reach the target state of the business?

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

Correct Answer: C

QUESTION 9

An account team is working to link IT strategy with business strategy by establishing metrics and benefits realization. Enterprise architecture is part of the customer culture. What is the engagement maturity level of this account team?

- A. 3 - technology architecture
- B. 2 - technology multidomain
- C. 4 - business solutions
- D. 5 - business transformation

Correct Answer: A

QUESTION 10

DRAG DROP

Drag each item on the left to the appropriate category on the right.

Select and Place:



- Reduction of opex by 20%
- Customer experience
- Inclusive decision making
- Patient behavioral
- People and values
- Increased asset utilization

Business Capabilities

-
-

Business Priorities

-
-

Business Outcomes

-
-

Correct Answer:



- A. Technology is operated solidly.
- B. Technology enables innovation and disruption.
- C. Technology enables foundational capacity.
- D. Technology is defined by business processes.

Correct Answer: D

QUESTION 13

Which two items must you consider when you develop an Industry Business capability target state? (Choose two.)

- A. surgical service business priority in a hospital
- B. SWOT analysis of a retail wayfinding service from a vendor
- C. current online banking service capability
- D. compelling business driver to automate a manufacturing warehouse
- E. primary activities needed to deliver a teaching solution to a university

Correct Answer: BD

QUESTION 14

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 15

What do maturity levels help you to determine?

- A. how much consideration to give to a stakeholder
- B. only the level of customer maturity
- C. if, when, and how to engage with a business-led approach



D. only the level of team maturity

Correct Answer: C

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