



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Which one of the following solutions enables business outcomes in the financial industry?

- A. Multilayer Switching
- B. Remote Expert
- C. Plant Floor Control Network
- D. Internet of Everything
- E. Medianet

Correct Answer: B

QUESTION 2

Which two options are reasons why effective communications is key to success? (Choose two.)

- A. It allows effective interaction between stakeholders.
- B. Can help mitigate the intrinsic risks within negotiation.
- C. It allows other strengths to create maximum impact.
- D. Can help lessen the impact of business weakness.

Correct Answer: AD

QUESTION 3

Which two options are part of customer relationship management? (Choose two.)

- A. Developing market research.
- B. Moving the customer towards positive decisions about IT investments and initiatives
- C. Classifying customer segments.
- D. Identifying key stakeholders.

Correct Answer: BD

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 two business-led approaches by the Business Architect are true? (Choose two.)

- A. places the needs of the customer and their business outcomes at center stage
- B. places the needs of the customer at center stage by focusing product discussions with key stakeholders to business outcomes
- C. places the needs of the customer at center stage by leading product discussions with key customer stakeholders to ensure that product capabilities are well understood
- D. works with the customer to co-operatively determine the products needed to deliver a business solution
- E. works with the customer to co-operatively determine the required business capabilities and business solutions

Correct Answer: A

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