



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Which solution enables business outcomes in the healthcare industry?

- A. Multilayer Switching
- B. Medianet
- C. Collaboration
- D. Advanced Routing

Correct Answer: B

QUESTION 2

Which guidelines are frameworks, practices, or standards used to establish within a corporation?

- A. common language within the organization
- B. leadership and a common language within the organization
- C. leadership within the organization
- D. guaranteed success of architecture within the organization

Correct Answer: A

QUESTION 3

Which two elements must you consider when you propose technology solutions? (Choose two.)

- A. cross-functional service offerings
- B. the current and future state of technology of the customer
- C. cloud services
- D. emerging technology platforms
- E. relevance to business outcomes

Correct Answer: BE

QUESTION 4

Refer to the exhibit.



Drag and drop the five phase of the customer journey from the left into the correct order on the right.

Select and Place:

business capabilities and solutions	phase 1
business outcome measurement	phase 2
business vision	phase 3
roadmap implementation	phase 4
business strategy	phase 5

Correct Answer:

	business vision
	business strategy
	business capabilities and solutions
	roadmap implementation
	business outcome measurement



QUESTION 5

Which statement best describes the Cisco sales approach?

- A. Understand the goals of the buyer.
- B. Focus on Cisco technologies already in place.
- C. Focus on fulfilling customer needs and help them generate value through stronger business outcomes.
- D. Pay attention to details that the customer is sharing about their needs.

Correct Answer: C

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