



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Which business priority is true?

- A. Develop a new network infrastructure that is agile and easy to operate.
- B. Develop security capabilities at the edge and core to protect users.
- C. Increase same store year over year sales by 20%.
- D. Define a single policy for wired and wireless users.

Correct Answer: A

QUESTION 2

For which two reasons is it valuable for a Cisco Business Architect to know and understand enterprise architecture practices? (Choose two.)

- A. to convince the business to confirm to those practices that enable the most successful businesses in their industry to be successful
- B. to minimize costs to the business
- C. to show the business how they can improve their internal processes
- D. to speak the language understood by the business
- E. to understand the business maturity

Correct Answer: CD

QUESTION 3

When selling business outcomes, which two key factors must be considered in relation to the achievement of the outcomes? (Choose two.)

- A. metrics and measurement
- B. project management milestones
- C. specific timeframe and milestones
- D. communication procedures

Correct Answer: AC

QUESTION 4



Which three options are considerations you have to take into account when communicating the business outcomes story? (Choose three.)

- A. Be aware of people's time and length of presentation.
- B. Organize the presentation so that the message is clear and key points emerge early.
- C. Prepare carefully the agenda and the objectives definitions.
- D. Use the right verbal and corporate language.
- E. Know your audience and what is of interest to them.

Correct Answer: ABE

QUESTION 5

Which option must you know when you plan to negotiate or reach agreement?

- A. underlying Interests of the stakeholders
- B. timing for decision on purchases
- C. the customer budget
- D. Cisco offerings

Correct Answer: A

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