



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

Pass Cisco 810-440 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass4itsure.com/810-440.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

Which are two characteristics of laissez-faire leadership styles? (Choose two.)

- A. The leader has minimal involvement.
- B. A trained and qualified team member leads efforts.
- C. The leader provides rewards and incentives.
- D. It involves a high level of communication.
- E. It is intended for team members who require close supervision.

Correct Answer: AB

QUESTION 2

Which two standards are examples of an architectural framework? (Choose two.)

- A. ITIL?
- B. Zachman
- C. ISO 27001
- D. TOGAF?
- E. ISO 9001

Correct Answer: BD

QUESTION 3

Which option is a key concept of the unique Cisco sales approach?

- A. Add as many new Cisco technologies to the solution that meet customer needs.
- B. Start driving outcomes for customers, and go beyond selling and implementing technology solutions.
- C. Put together the most logical set of services for the customer.
- D. Engage in dialog about customer needs and new technologies.

Correct Answer: B

QUESTION 4

Which option is a main benefit that Cisco Partners bring to the table for customers?

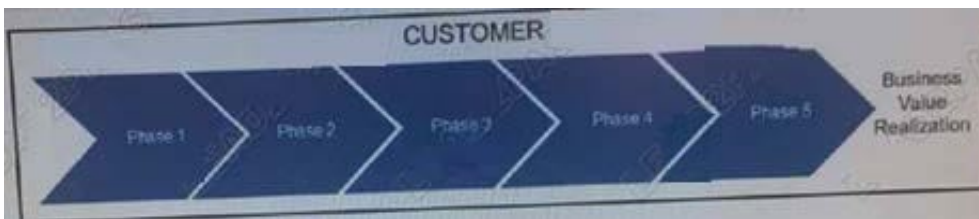


- A. additional teams to implement solutions in a timely manner
- B. relationships with key Cisco personnel
- C. a large customer base for which to sell Cisco services
- D. Cisco expertise and the ability to have specializations in certain practice areas

Correct Answer: D

QUESTION 5

Refer to the exhibit.

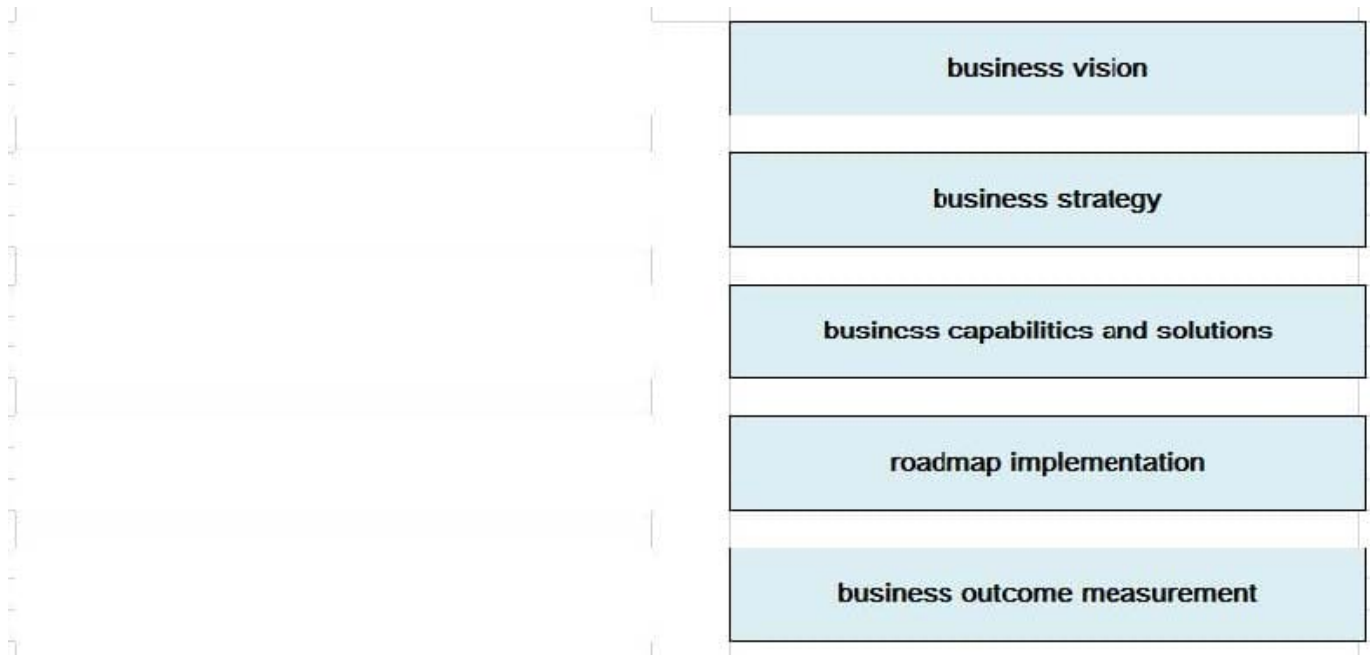


Drag and drop the five phase of the customer journey from the left into the correct order on the right.

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:



QUESTION 6

Which purpose of the Cisco Business Architecture maturity levels is true?

- A. It is used to determine the customer financial maturity for investment.
- B. It is used to determine Cisco readiness against the competition.
- C. It is used to determine customer readiness for engagement.
- D. It is used to determine the technology adoption in a customer environment.

Correct Answer: D

QUESTION 7

Which two options are part of the five steps approach needed to conduct a stakeholder analysis? (Choose two.)

- A. Define ways to move stakeholders from their current to future position.
- B. Identify customer stakeholders.
- C. Define absolute power and interest of stakeholders.
- D. Generate consensus among stakeholders.

Correct Answer: AB

**QUESTION 8**

Which three sentences are true regarding the stakeholder power grid? (Choose three.)

- A. It shows relationships of power among executives.
- B. It displays the risk position of future investments.
- C. It shows current and optimal future state.
- D. It is a visual picture.
- E. It shows quantitative information about stakeholder requirements.
- F. It shows differences among stakeholders.

Correct Answer: CDF

QUESTION 9

Which two examples are indirect financial benefits? (Choose two.)

- A. increased customer satisfaction
- B. increased operational expenditures
- C. increased process efficiency
- D. decreased capital expenditures
- E. decreased total cost of ownership

Correct Answer: AC

QUESTION 10

You are an account manager and your customer asks whether Cisco can become a strategic partner to assist solving the business problems your customer is facing. Which two descriptions best describes the value of the Cisco Business Architecture Methodology? (Choose two.)

- A. clearly illustrates product outcomes via a technology roadmap aligned to high-level business outcomes
- B. ensures that business capabilities and solutions are aligned with business priorities and long-term strategy
- C. captures and realizes value from defined business outcomes
- D. ensures that product outcomes are aligned to business drivers
- E. ensures that business capabilities are identified in product briefing sessions, clearly highlighting the outcomes the product benefits deliver

Correct Answer: BC

**QUESTION 11**

From the customer perspective, which are two benefits that result when moving from an on premise solution to a Cloud solution? (Choose two.)

- A. Recurring revenue stream
- B. Lower initial investment
- C. Higher ROI from investment
- D. Increased value of company
- E. Long-term business cycles benefits

Correct Answer: BC

QUESTION 12

Which list describes the four categories that combine to produce the value proposition of the BMC?

- A. cost structure, key activities, key partners, key resources
- B. channels, customer relationships, cost structure, key activities
- C. channels, cost structure, key activities, revenue streams
- D. channels, customer relationships, customer segments, revenue streams

Correct Answer: C

QUESTION 13

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

QUESTION 14

What is the benefit of using the Business Model Canvas to understand and describe the customer's business?



- A. It is a mandatory tool in every business school.
- B. Business models are the same across industry verticals.
- C. Understanding the customer business model is essential for determining the right business outcomes.
- D. Each organization has multiple business models.

Correct Answer: C

QUESTION 15

Which two skill pillars are part of Cisco Business Architecture? (Choose two.)

- A. business engagement
- B. stakeholder architecture
- C. enterprise architecture
- D. digitization
- E. business acumen

Correct Answer: CE

[810-440 VCE Dumps](#)

[810-440 Exam Questions](#)

[810-440 Brindumps](#)