

# DUMPS ARENA

## Adopting The Cisco Business Architecture Approach (DTBAA)

Cisco 810-440

Version Demo

Total Demo Questions: 15

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**QUESTION NO: 1**

On which two business maturity levels do Cisco Business Architects operate? (Choose two.)

- A. Business Engagement
- B. Technology Solutions
- C. Business Transformation
- D. Technology Specific
- E. Business Solutions

**ANSWER: C E**

**QUESTION NO: 2**

You are an Account Manager and your account asks you to help them identify the capabilities they need to develop to enable them to deliver services faster. You think that SD-WAN and SDDC are the right answers. Who do you engage to work with the customer?

- A. Cisco product business unit
- B. Technical Solutions Architect
- C. Systems Engineer
- D. Business Architect

**ANSWER: D**

**QUESTION NO: 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

**ANSWER: B E**

**QUESTION NO: 4**

Which option is most likely to improve interactions with customers?

- A. Understand their communication style.
- B. Understand the goals of their team.
- C. Learn their personal interests.
- D. Know the time available to present the solution.

**ANSWER: A**

**QUESTION NO: 5**

Which two options are features of Cisco Sales Connect? (Choose two.)

- A. Ability to create personalized "briefcases" of content that you can save once, and access from any device.
- B. Single place to find business proposals and instructor led training related to Cisco Partners.
- C. Access to kits of bundled content including IOS images and more.
- D. Trusted, up-to-date, and relevant content displayed using comprehensive, powerful search capabilities.

**ANSWER: A D**

**QUESTION NO: 6**

Which component of a business strategy must be measurable?

- A. environment
- B. vision
- C. goals
- D. mission

**ANSWER: C**

**QUESTION NO: 7**

Which purpose is the Business Architecture domain used for within The Open Group Architecture Framework®?

- A. to describe the business strategy, governance, organization, and business processes
- B. to identify stakeholders, create the architecture vision, and obtain initial approvals
- C. to create the blueprint for the application systems to be deployed to the core business processes
- D. to describe the logical software and hardware capabilities to support the deployment of business services

**ANSWER: A**

**QUESTION NO: 8**

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

- A. increased operational expenditures
- B. decreased capital expenditures
- C. decreased operational expenditures
- D. decreased process efficiency
- E. increased capital expenditures

**ANSWER: B C**

**QUESTION NO: 9 - (DRAG DROP)**

DRAG DROP

Drag and drop the components of a business case for change into the suggested order for presentation.

**Select and Place:**

business strategy	1
business value proposition	2
business change life cycle	3
KPL, CSF, metrics	4
technology solutions	5

ANSWER:

	business value proposition
	business strategy
	business change life cycle
	technology solutions
	KPL, CSF, metrics

Explanation:

**QUESTION NO: 10**

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

A. ITIL®

- B. Zachman
- C. ISO 27001
- D. TOGAF®
- E. ISO 9001

**ANSWER: B D**

**QUESTION NO: 11**

Which role of a Gatekeeper is true?

- A. stakeholder or stakeholders who have influence on the relationship between other stakeholders and the person delivering the message
- B. stakeholder or stakeholders who have the ultimate decision-making authority and influence
- C. stakeholder or stakeholders for whom the decision may either directly or indirectly impact
- D. stakeholder or stakeholders who may place roadblocks into the process

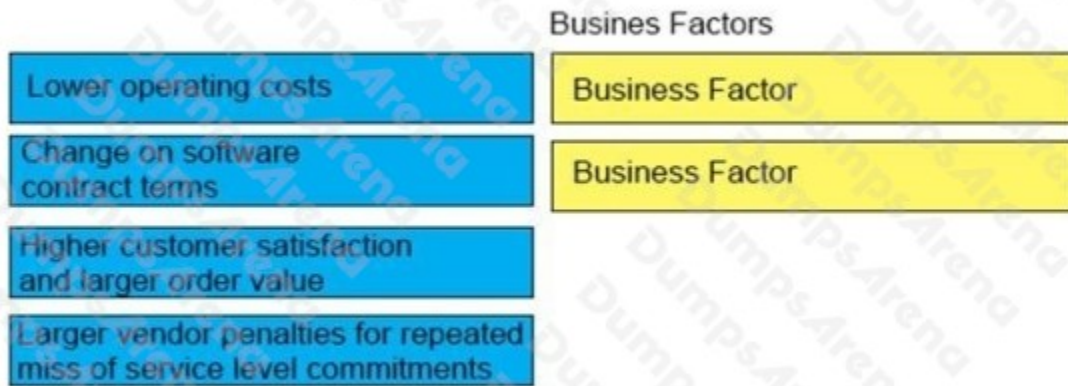
**ANSWER: A**

**QUESTION NO: 12 - (DRAG DROP)**

DRAG DROP

Drag the two strongest factors to improve business outcomes for a retail industry customer from the left to the right.

**Select and Place:**



ANSWER:



Explanation:

**QUESTION NO: 13**

Which role is most important for engaging with the customer from a business perspective?

- A. Systems Engineer
- B. Technical Solutions Architect
- C. Business Architect
- D. Account Manager

ANSWER: C

**QUESTION NO: 14**

Which one of the following solutions enable business outcomes in the manufacturing industry?

- A. Remote Expert
- B. Advanced Routing
- C. Service Provider Network Infrastructure
- D. Plant Floor Control Network
- E. Multilayer Switching

**ANSWER: C****QUESTION NO: 15**

Which two options are the types of costs the sales professionals should consider with the customer, in helping to position technical support and cloud based services? (Choose two.)

- A. Operational costs
- B. Real costs
- C. Hidden costs
- D. Recurring costs
- E. Perceived costs

**ANSWER: B E**