



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Cisco Internet of Everything connects people, processes, things, and data. Which two of its characteristics have an impact on businesses? (Choose two.)

- A. Leveraging data into more useful information for decision-making
- B. Connecting people for measuring services\' usage trends
- C. Delivering the solutions and products to the right person at the right time
- D. Having physical devices and objects connected to the Internet and to each other for intelligent decision making

Correct Answer: AD

QUESTION 2

Which value of enterprise architecture is true?

- A. They describe the arrangement of products to deliver a business outcome.
- B. They describe how business outcomes are defined.
- C. They provide an overall view of a given problem.
- D. They outline how business priorities are reached.

Correct Answer: C

QUESTION 3

Cisco solutions and services are related to every kind of outcomes. Which is the goal of business outcomes?

- A. To enable CXOs or Line of Business leaders to grow revenues, lower operating costs and achieve strategic business objectives
- B. To help customers establish new technology or evolve current functionality
- C. To help customers operate, manage and optimize technology environment more effectively
- D. To take advantage of new technology to increase business relevance

Correct Answer: A

QUESTION 4

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 5

Drag and drop the financial benefits on the left to the direct and indirect spaces on the right.

Select and Place:

Faster time to market	indirect
Reduced project management	indirect
Reduced CAPEX & OPEX	indirect
Improved customer satisfaction	direct
Higher employee morale	direct
Impact on TCO	direct

Correct Answer:



	Faster time to market
	Improved customer satisfaction
	Higher employee morale
	Reduced project management
	Reduced CAPEX & OPEX
	Impact on TCO

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