



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Why is it necessary to discuss the different types of licensing models with the customer?

- A. To ensure that the model being considered is the best fit for the required number of users.
- B. To determine what model allows for greater discounts.
- C. To consider the ability of the organization for adapting to the new consumption model
- D. To determine what models will provide the greatest financial benefits and business outcomes

Correct Answer: D

QUESTION 2

Which two factors are examples of business influences? (Choose two.)

- A. vision
- B. external
- C. resource
- D. internal
- E. strategy

Correct Answer: BD

QUESTION 3

Which two communications or interpersonal skills are critical for an Enterprise IT Business Specialist? (Choose two.)

- A. Ability to build relationships
- B. Ability to explain design decisions in multiple languages
- C. Ability to plan and schedule complex data migration
- D. Ability to influence others
- E. Ability to interpret financial statements

Correct Answer: AD

QUESTION 4

You are a Cisco Business Architect working for a customer. What is a valuable point that you can provide to the



customer and his account team?

- A. provide the IT strategy across departments
- B. hands-off approach to customer engagements
- C. provide multivendor solutions
- D. create competitive advantage

Correct Answer: D

QUESTION 5

What is one benefit of using Porter's Value Chain?

- A. To establish a framework for increasing revenue in the customer business and under project management control.
- B. To define the way the customer business affects the value to their solutions and services.
- C. To explain the competitive advantage of the customer business by comparing certain factors available to them.
- D. To help understand how different facets of the customer business affect their value proposition.

Correct Answer: D

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