

810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

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
- Correct Answer: BE

QUESTION 2

Which type of organizational goals do key performance indicators measure?

- A. tactical
- B. financial
- C. strategic
- D. technological
- Correct Answer: A

QUESTION 3

What two business-led approaches by the Business Architect are true? (Choose two.)

A. places the needs of the customer and their business outcomes at center stage

B. places the needs of the customer at center stage by focusing product discussions with key stakeholders to business outcomes

C. places the needs of the customer at center stage by leading product discussions with key customer stakeholders to ensure that product capabilities are well understood

D. works with the customer to co-operatively determine the products needed to deliver a business solution

E. works with the customer to co-operatively determine the required business capabilities and business solutions

Correct Answer: A



QUESTION 4

Which discipline covers analyzing stakeholder expectations and their approach and posture towards technology?

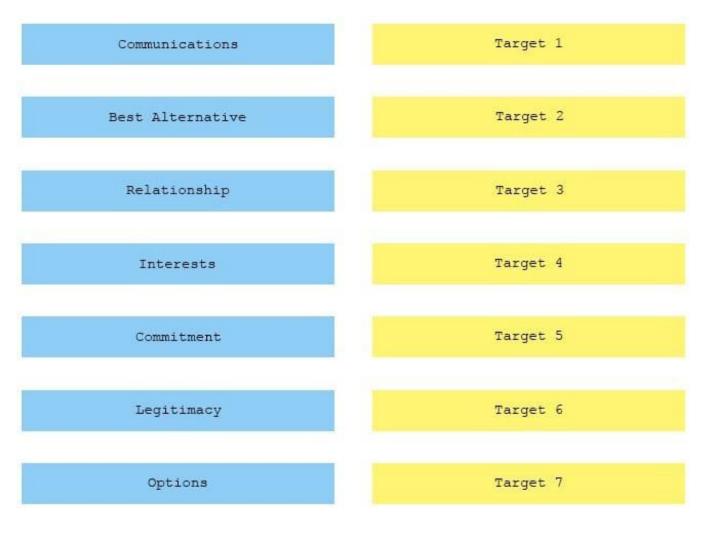
- A. Stakeholder Relationship
- B. Neurolinguistics Programming
- C. Stakeholder Management
- D. Customer Relationship Management

Correct Answer: C

QUESTION 5

Drag and drop the steps of The Seven Elements framework on the left to the right in sequential order.

Select and Place:



Correct Answer:

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 Relationship
Communications
Interests
Options
 Legitimacy
Commitment
Best Alternative

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