



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:

Communications	Target 1
Best Alternative	Target 2
Relationship	Target 3
Interests	Target 4
Commitment	Target 5
Legitimacy	Target 6
Options	Target 7

Correct Answer:



Relationship

Communications

Interests

Options

Legitimacy

Commitment

Best Alternative

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