810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Which two skill pillars are part of Cisco Business Architecture? (Choose two.)

A. business engagement

B. stakeholder architecture

C. enterprise architecture

D. digitization

E. business acumen

Correct Answer: CE

QUESTION 2

When shifting to business outcomes, which two of these relevant considerations and premises must be taken into account? (Choose two.)

A. Customers want to benefit from new, more flexible consumption models.

B. Technology is acquiring more importance.

C. Businesses prefer time-to-market acceleration regardless the costs of their IT solutions.

D. Business transformation dictates that CEOs and their teams become key partners.

E. Customers want solutions that address specific outcomes.

Correct Answer: AE

QUESTION 3

Which four aspects are considered by the Business Model Canvas? (Choose four.)

A. Finances

B. Business structure

C. Sales people

D. Business development teams

E. Business value proposition

F. Strategic Analysis

Correct Answer: ABCE

QUESTION 4

Which option is the leading reason that technology projects fail, according to research?

A. too many stakeholders

B. lack of a business model canvas

C. poor stakeholder management

D. lack of budget

Correct Answer: C

QUESTION 5

What is a primary benefit of asking questions to stakeholders who do not have strong decision authority over project funding, but who do have relevant experience?

A. It shows them that you are interested in their opinions.

B. The more data, the better.

C. It can find requirements or opportunities that are relevant to future discussions.

D. It shows the decision makers you are taking the initiative to get input from people that they might not have identified for interviews.

Correct Answer: C

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