



# 840-450<sup>Q&As</sup>

Mastering The Cisco Business Architecture Discipline (DTBAD)

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### QUESTION 1

An engagement at the technology architecture maturity level addresses which customer question

- A. How do I find and purchase the right group of products through enterprise networking?
- B. How do I facilitate as a service by fast-tracking technology enablement?
- C. What are the benefits of a multidomain architecture, such as an enterprise network plus collaboration?
- D. How do I measure the business impact of technology investments?

Correct Answer: B

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### QUESTION 2

Which tool best describes how a business generates revenue and delivers value to its customers?

- A. business model canvas
- B. sales and marketing plan
- C. balanced scorecard
- D. business motivation model

Correct Answer: A

Reference: <https://www.denis-oakley.com/create-great-business-model-canvas/revenue-in-the-businessmodel-canvas/>

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### QUESTION 3

Which tool should contain a consideration of the technology investment for a project?

- A. business capabilities
- B. business motivation model
- C. business priorities
- D. business proposal

Correct Answer: D

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### QUESTION 4

What are two real-world examples of business motivation model elements? (Choose two.)

- A. a company mission statement or company vision statement



- B. a security policy that is introduced by a state healthcare department to serve as a guideline to all state hospitals
- C. a request for information to collect written information about supplier capabilities
- D. a return on investment calculation to determine the investment cost of a program of work
- E. a new business solution that is implemented for teachers in a university

Correct Answer: AB

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#### QUESTION 5

The business proposal addresses business impact in several ways. Which benefit can be used in a business proposal?

- A. new customer segments
- B. risk free productivity
- C. lower spending trend
- D. technology upgrades

Correct Answer: A

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