

810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

During which Cisco Business Architecture phase does Information Technology Infrastructure Library?become relevant?

- A. develop and verify
- B. customer knowledge
- C. deploy and measure
- D. customer commit
- E. research and analyze

Correct Answer: C

QUESTION 2

Which option is a difference in the set of questions that Cisco's approach to outcomes-based sales uses in helping organizations to move from product to outcome-based sales?

- A. The product approach answers the question of what product is needed, while the outcomes approach answers what capabilities are needed to achieve the solutions.
- B. The product approach answers the question of how progress is displayed and correctly communicated, while the outcomes approach answers what the business objectives services must be included in each solution.
- C. The product approach answers the question of what product is needed, while the outcomes approach answers what the business objectives and desired outcomes are.
- D. The product approach answers the question of what capabilities are needed to deliver product and services, while the outcomes approach gives an answer to what the business rules and capabilities are.

Correct Answer: C

QUESTION 3

Which two factors must you know about stakeholders to identify where they fall in a power grid? (Choose two.)

- A. role in company
- B. purchasing power
- C. degree of interest
- D. size of budget
- E. degree of influence

Correct Answer: CE

QUESTION 4

Which options are two benefits of understanding the customer's business model? (Choose two.)

- A. Understanding the customer's business model changes the way you interact with your customer.
- B. Understanding the customer's business model provides control and assessment of project challenges.
- C. Understanding the customer's business model helps track progress through outcomes.
- D. Understanding the customer's business model is used to address the sales force mindset.

Correct Answer: AC

QUESTION 5

Which protocol ensures accurate local-time synchronization within a network that consists of routers, switches, and other devices?

- A. NTP
- B. RTP
- C. STP
- D. TDF

Correct Answer: A

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