

# 810-440<sup>Q&As</sup>

Adopting The Cisco Business Architecture Approach (DTBAA)

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**QUESTION 1**

Which two options are features of Cisco Sales Connect? (Choose two.)

- A. Ability to create personalized "briefcases" of content that you can save once, and access from any device.
- B. Single place to find business proposals and instructor led training related to Cisco Partners.
- C. Access to kits of bundled content including IOS images and more.
- D. Trusted, up-to-date, and relevant content displayed using comprehensive, powerful search capabilities.

Correct Answer: AD

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**QUESTION 2**

You are a systems engineer and are trying to build credibility and rapport with senior leadership within your customer. Which method is the best way to demonstrate these qualities?

- A. Understand the current state of their network infrastructure so that you can advise them how the latest technology developments will be incorporated into a refresh of the infrastructure.
- B. Understand what business drivers are impacting their market space.
- C. Understand the current state of their network infrastructure so that you can describe a plan to refresh the infrastructure.
- D. Provide the customer with the latest technology developments so that they understand how you can help them.

Correct Answer: B

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**QUESTION 3**

Which goal of the Cisco business architect in a business architecture engagement is true?

- A. Lead post-sales technical support
- B. Gain experience in developing low-level designs.
- C. Convey Cisco relevancy to business capabilities and solutions.
- D. Provide Cisco specific technology solutions.

Correct Answer: A

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**QUESTION 4**

Which two activities are part of the business architect role? (Choose two.)

- A. Respond to RFPs.
- B. Develop bill of materials.
- C. Engage with business leaders.
- D. Coordinate customer technical proof of concepts.
- E. Develop a customer business roadmap.

Correct Answer: CD

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**QUESTION 5**

When return on investment is expressed in a business outcomes story, which set of factors should be included?

- A. financial benefits, overall business impact, length of time to realize benefits
- B. cost savings vs. today, speed to market, time to implement
- C. financial benefits, speed to market, competitor revenue displaced
- D. cost savings, length of time to implement, number of Cisco offerings

Correct Answer: A

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