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Exam : **810-440**

Title : Adopting The Cisco Business
Architecture Approach
(DTBAA)

Vendor : Cisco

Version : DEMO

NO.1 Which option has a major influence on how fast an enterprise can move toward a stronger use of digital business capability?

- A. competition in the industry due to end of regulations
- B. globalization of the sales force
- C. skills to manage risks related to use of emerging technologies
- D. new product launches that require IT capacity

Answer: C

NO.2 Which three options are common business needs across industry verticals? (Choose three.)

- A. Connected Mobile Workforce
- B. Connected Reactive Maintenance
- C. Secure Ops
- D. CMX Digital Experience
- E. Connected Enterprise Resources
- F. Connected Platforms

Answer: A,B,C

NO.3 DRAG DROP

Drag and drop the components of a business case for change into the suggested order for presentation.

business strategy	1
business value proposition	2
business change life cycle	3
KPL, CSF, metrics	4
technology solutions	5

Answer:

business strategy	business value proposition
business value proposition	business strategy
business change life cycle	business change life cycle
KPL, CSF, metrics	technology solutions
technology solutions	KPL, CSF, metrics

NO.4 Which option must be understood before identifying business outcome opportunities?

- A. customer value proposition
- B. organization chart
- C. decision-making process
- D. current technology plan

Answer: A

NO.5 Which segment of the Business Model Canvas documents how customers are reached?

- A. revenue streams
- B. channels
- C. customer segments
- D. key partners

Answer: B

NO.6 KPIs are quantitative measurement of progress against the tactical goals of an organization. Which are three characteristics of KPIs? (Choose three.)

- A. KPIs must be strategic and tactical in nature
- B. KPIs are set according to priorities: magnitude and urgency
- C. KPIs measure progress against goals
- D. KPIs define what needs to happen to achieve desired results in the time, budget, and level of expected quality
- E. KPIs can be financial, managerial, or operational

Answer: C,D,E

NO.7 Which description is the primary long-term goal of executing on a business roadmap?

- A. to realize business value
- B. to define technical value
- C. to define business value
- D. to realize technical value

Answer: A

NO.8 Which are the four types of requirements for aligning outcomes to business needs?

- A. Strategic, Tactical, Operational, Procedural
- B. Business, Functional, Strategic, Tactical
- C. Functional, Operational, Administrative, Strategic
- D. Business, Technical, Functional, Transitional

Answer: D

NO.9 Which three options are examples of KPIs for Business Outcomes? (Choose three.)

- A. Lower OPEX.
- B. Improved customer satisfaction.
- C. Lower IT asset obsolescence.
- D. Increased IT asset utilization.
- E. Increased IT service performance.
- F. Revenue growth.

Answer: A,B,F

NO.10 Which business priority is true?

- A. Increase same store year over year sales by 20%.
- B. Develop security capabilities at the edge and core to protect users.
- C. Develop a new network infrastructure that is agile and easy to operate.
- D. Define a single policy for wired and wireless users.

Answer: C

NO.11 Which two communications or interpersonal skills are critical for an Enterprise IT Business Specialist? (Choose two.)

- A. Ability to build relationships
- B. Ability to influence others
- C. Ability to interpret financial statements
- D. Ability to plan and schedule complex data migration
- E. Ability to explain design decisions in multiple languages

Answer: A,B

NO.12 Which two options are financial considerations related to determining business outcomes? (Choose two.)

- A. Payback, Chargeback.
- B. Chargeback, Show back.
- C. Capital Expenditures, Operating Expenses.
- D. Internal Return Rate, Discount Rate.
- E. Capital Expenditures, Working Capital.

Answer: B,C

NO.13 Which option describes Return on Investment (ROI)?

- A. a percentage of dividing net return from a technology solution by the cost of that technology solution
- B. a percentage of dividing present value from a technology solution by the cost of that technology solution
- C. a percentage of dividing net return from a technology solution by the margin of that technology solution
- D. a percentage of dividing total investment from a technology solution by the cost of that technology solution

Answer: A

NO.14 Which three options are additional costs arising from a subscription model and should be factored into the total cost of ownership of IT as a Service?

- A. cost of accounting and tracking
- B. quality assurance management
- C. software asset and managed
- D. cost of hardware and software
- E. chargeback and show back
- F. auditing and control

Answer: A,C,F

NO.15 Which advantage is gained from engaging with senior IT and LoB leadership of the Cisco Business Architecture approach?

- A. to demonstrate the latest product features
- B. to describe the latest product features offered
- C. to position technology
- D. to gain an understanding of their business

Answer: D

NO.16 Which one of the following solutions enable business outcomes in the financial industry?

- A. Internet of Everything
- B. Multilayer Switching
- C. Plant Floor Control Network
- D. Remote Expert
- E. Medianet

Answer: D

NO.17 Which two activities require strong facilitation skills for gathering qualitative data? (Choose two.)

- A. workshop
- B. survey
- C. questionnaire
- D. focus group

E. interview

Answer: A,D

NO.18 Which could be a layer within an enterprise architecture?

A. Service level commitments

B. Organization's reporting structure

C. Project office's governance practices

D. Business services

Answer: D