

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

Adopting The Cisco Business Architecture Approach (DTBAA)

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## QUESTION 1

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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## QUESTION 2

Which option is a main benefit that Cisco Partners bring to the table for customers?

- A. Cisco expertise and the ability to have specializations in certain practice areas
- B. a large customer base for which to sell Cisco services
- C. relationships with key Cisco personnel
- D. additional teams to implement solutions in a timely manner

Correct Answer: A

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## QUESTION 3

You are a Cisco Business Architect working for a customer. What is a valuable point that you can provide to the customer and his account team?

- A. provide the IT strategy across departments
- B. hands-off approach to customer engagements
- C. provide multivendor solutions
- D. create competitive advantage

Correct Answer: D

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## QUESTION 4

Which two elements that are associated with customer interaction is the Seven Elements Framework used to plan? (Choose two.)

- A. general communications
- B. high-impact negotiations
- C. business concepts
- D. prior solutions considered
- E. seller's authority for pricing

Correct Answer: AB

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## QUESTION 5

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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