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Adopting The Cisco Business Architecture Approach (DTBAA)

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QUESTION 1

Which option describers 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 total investment 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 present value from a technology solution by the cost of that technology solution

Correct Answer: A

QUESTION 2

Which purpose is the Business Architecture domain used for within The Open Group Architecture Framework?

A. to describe the business strategy, governance, organization, and business processes

B. to identify stakeholders, create the architecture vision, and obtain initial approvals

C. to create the blueprint for the application systems to be deployed to the core business processes

D. to describe the logical software and hardware capabilities to support the deployment of business services

Correct Answer: A

QUESTION 3

According to research, what is the leading reason that technology projects fail?

A. poor stakeholder identification and management

B. lack of budget

C. too many stakeholders

D. lack of a business model canvas

Correct Answer: A

QUESTION 4

Which list describes the four categories that combine to produce the value proposition of the BMC?

A. cost structure, key activities, key partners, key resources

B. channels, customer relationships, cost structure, key activities

C. channels, cost structure, key activities, revenue streams

D. channels, customer relationships, customer segments, revenue streams

Correct Answer: C

QUESTION 5

For which two reasons does a business adopt an enterprise architecture practice within their organization? (Choose two.)
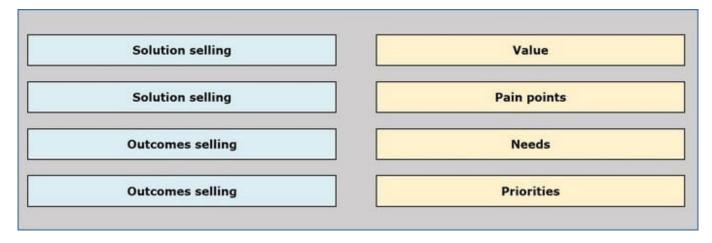
A. to improve and measure processes

B. to align the business vision with its mission

C. to establish a common language

D. to synchronize the views with the viewpoints

E. to identify who are the key stakeholders

Correct Answer: AB

QUESTION 6

Drag and drop the type of sale model on the left to the business driver on the right.

Select and Place:

Correct Answer:

QUESTION 7

Which tasks is Information Technology Infrastructure Library?most commonly used for within an enterprise?

A. to create business outcomes for IT

B. to create network designs

C. to define leadership styles within IT

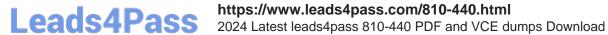D. to establish service management practices

Correct Answer: D

QUESTION 8

Which two descriptions of the customer journey are true? (Choose two.)

A. The customer journey has eight phases to deliver business outcomes.

B. It spans the spectrum from business vision to value realization.

C. It is a business-centric view of the customer business.

D. It is an IT-centric view of their business needs.

E. It starts with the customer\\'s technology vision.

Correct Answer: BC

QUESTION 9

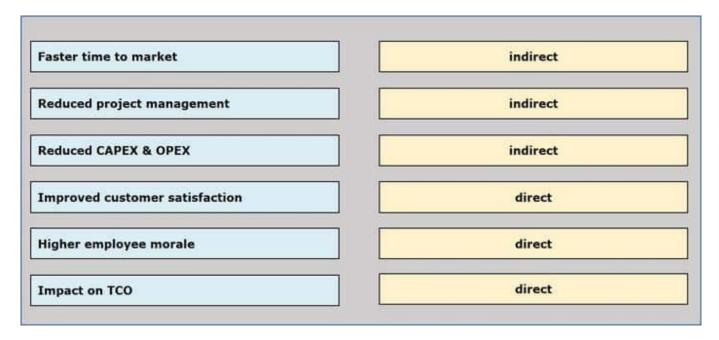Which two options are financial considerations related to determining business outcomes? (Choose two.)

A. Capital Expenditures, Operating Expenses.

B. Internal Return Rate, Discount Rate.

C. Payback, Chargeback.

D. Capital Expenditures, Working Capital.

E. Chargeback, Show back.

Correct Answer: AE

QUESTION 10

Drag and drop the financial benefits on the left to the direct and indirect spaces on the right.

Select and Place:

Faster time to market	indirect
Reduced project management	indirect
Reduced CAPEX & OPEX	indirect
Improved customer satisfaction	direct
Higher employee morale	direct
Impact on TCO	direct

Correct Answer:

	Faster time to market
	Improved customer satisfaction
	Higher employee morale
	Reduced project management
	Reduced CAPEX & OPEX
	Impact on TCO

QUESTION 11

When selling outcomes, which three knowledge areas should sales professionals develop? (Choose three.)

A. Portfolio selling

B. Emerging technology trends

C. Stakeholder management

D. Sales enablement

E. Customer advocacy

F. Cisco partner ecosystem portfolio

Correct Answer: BCD

QUESTION 12

You are an Account Manager and your account asks you to help them identify the capabilities they need to develop to enable them to deliver services faster. You think that SD-WAN and SDDC are the right answers. Who do you engage to work with the customer?

A. Cisco product business unit

B. Technical Solutions Architect

C. Systems Engineer

D. Business Architect

Correct Answer: D

QUESTION 13

Drag and drop the steps of The Seven Elements framework on the left to the right in sequential order.

Select and Place:

Communications		Target 1
Best Alternative		Target 2
Relationship		Target 3
Interests		Target 4
Commitment		Target 5
Legitimacy		Target 6
Options		Target 7

Correct Answer:

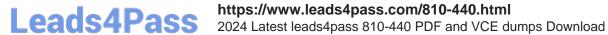|	Relationship
	Communications
	Interests
	Options
	Legitimacy
	Commitment
	Best Alternative

QUESTION 14

When shifting to business outcomes, which two of these relevant considerations and premises must be taken into account? (Choose two.)

A. Customers want to benefit from new, more flexible consumption models.

B. Technology is acquiring more importance.

C. Businesses prefer time-to-market acceleration regardless the costs of their IT solutions.

D. Business transformation dictates that CEOs and their teams become key partners.

E. Customers want solutions that address specific outcomes.

Correct Answer: AE

QUESTION 15

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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