



810-440

Adopting the Cisco Business Architecture Approach

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SUCCESS GUIDE TO CISCO CERTIFICATION

Exam Summary – Syllabus – Questions

Table of Contents

Introduction to 810-440 Exam on Adopting the Cisco Business Architecture Approach	2
 Cisco 810-440 Certification Details:	2
 Cisco 810-440 Exam Syllabus:.....	3
 810-440 Sample Questions:	5
 Answers to 810-440 Exam Questions:	6

Introduction to 810-440 Exam on Adopting the Cisco Business Architecture Approach

A great way to start the Cisco Business Architecture Analyst (DTBAA) preparation is to begin by properly appreciating the role that syllabus and study guide play in the Cisco 810-440 certification exam. This study guide is an instrument to get you on the same page with Cisco and understand the nature of the Cisco Business Architecture exam.

Our team of experts has composed this Cisco 810-440 exam preparation guide to provide the overview about Cisco Adopting the Cisco Business Architecture Approach exam, study material, sample questions, practice exam and ways to interpret the exam objectives to help you assess your readiness for the Cisco DTBAA exam by identifying prerequisite areas of knowledge. We recommend you to refer the simulation questions and practice test listed in this guide to determine what type of questions will be asked and the level of difficulty that could be tested in the Cisco Business Architecture certification exam.

Cisco 810-440 Certification Details:

Exam Name	Adopting The Cisco Business Architecture Approach
Exam Number	810-440 DTBAA
Exam Price	\$150 USD
Duration	90 minutes
Number of Questions	55-65
Passing Score	Variable (750-850 / 1000 Approx.)
Recommended Training	Adopting The Cisco Business Architecture Approach (DTBAA)
Exam Registration	<u>PEARSON VUE</u>
Sample Questions	Cisco 810-440 Sample Questions
Practice Exam	Cisco Business Architecture Analyst Practice Test

Cisco 810-440 Exam Syllabus:

Section	Weight	Objectives
Cisco Business Architecture	25%	<p>1. Describe the function of these roles associated with Cisco Business Architecture</p> <ol style="list-style-type: none"> 1. Sales leadership 2. Account team 3. Technology specialist team 4. Services team 5. Business architect <p>2. Describe these items for a business architect</p> <ol style="list-style-type: none"> 1. Roles 2. Responsibilities 3. Activities <p>3. Describe the advantages of Cisco Business Architecture approach</p> <p>4. Describe the value of Cisco Business Architecture to the customer</p> <p>5. Describe the value of Cisco Business Architecture to the Business Architect</p> <p>6. Describe the value of Cisco Business Architecture to the account team</p> <p>7. Describe the four skill pillars for the Cisco Business Architect</p>
Customer Relevance	20%	<p>1. Describe the different phases of the customer journey</p> <ol style="list-style-type: none"> 1. Vision 2. Strategy 3. Capabilities and solutions 4. Implementation and adoption 5. Outcome measurement <p>2. Describe the values of the Cisco Business Architecture methodology</p> <p>3. Describe the value of the business roadmap</p> <p>4. Describe the four maturity levels</p> <ol style="list-style-type: none"> 1. Silo'd or domain specific 2. Multidomain 3. Partial business engagement 4. Business first engagement

Section	Weight	Objectives
		5. Describe the relationship between maturity level and Business Architecture engagement
Understanding Business	20%	1. Define and distinguish these terms <ol style="list-style-type: none"> 1. Business priority 2. Business solution 3. Business outcomes 4. Business requirements 5. Business capability 2. Define and distinguish these components of a business strategy <ol style="list-style-type: none"> 1. Goals 2. Objectives 3. Mission 4. Vision 5. Resources 6. Value 7. Environment 8. Timeframe 3. Compare and contrast internal influences and external influences that impact a business model 4. Identify the nine components of the business model canvas 5. Describe the value of a BMC 6. Compare and contrast business value and technology value 7. Apply these financial considerations for business decisions <ol style="list-style-type: none"> 1. CAPEX 2. OPEX 3. ROI 4. TCO 5. NPV 6. Hurdle rates 7. Direct and indirect financial benefits 8. Consumption models and financial considerations
Enterprise Architectures, Practices, and Standards	15%	1. Describe the value of architectural frameworks 2. Describe the value of enterprise architecture practices 3. Describe the value of enterprise architecture standards

Section	Weight	Objectives
		4. Describe TOGAF® in the context of business architecture 5. Describe the ITIL® practice in business architecture
Credibility and Rapport	20\$	1. Compare and contrast views and viewpoints 2. Describe the five management styles 3. Describe the five decision making style 4. Describe a persona 5. Describe the five target audience categories 6. Describe the four audience types 7. Describe characteristics of effective customer relationship management 8. Describe the five stages of the customer relationship management lifecycle

810-440 Sample Questions:

01. Which value does Cisco Business Architecture provide to the account team?

- a) Cross-selling and up-selling opportunities.
- b) Increased deferred revenue pipeline.
- c) Hands-off approach to customer engagement.
- d) Technology-focused discussions with customer.

02. Which maturity levels does the Cisco business architect typically operate?

- a) Technology architecture
- b) technology specific
- c) business solutions and business transformation
- d) business transformation

03. Which description of the ISO 9001 standard is true?

- a) It is a set of documents that describe a technical design?
- b) It is a set of guidelines and documents that establish a quality management and assurance framework.
- c) It is a document from the Internet Engineering Task Force that is the result of committee drafting and subsequent review by interested parties
- d) It is a set of guidelines and documents that establish an architectural framework

04. Which purpose of the Cisco Business Architecture maturity levels is true?

- a) It is used to determine the technology adoption in a customer environment.
- b) It is used to determine the customer financial maturity for investment.
- c) It is used to determine customer readiness for engagement.
- d) It is used to determine Cisco readiness against the competition.

05. Which type of expenditure is business insurance considered?

- a) Operational
- b) Consumption
- c) Capital
- d) Show back

06. Which function is a responsibility of the business architect?

- a) Provide product demonstrations/presentations.
- b) Configure technology solutions.
- c) Understand customer business priorities.
- d) Provide product specific technical support.

07. Within the Cisco business architecture which three factors are considered by organizations when they execute on strategy?

- a) Environment, execution, resources
- b) Execution, strategy, vision
- c) Execution, timeframe, outcome
- d) Environment, resources, timeframe
- e) Environment, timeframe, vision

08. Which statement is true?

- a) Some views do not have associated viewpoints.
- b) A view can be generic and stored in libraries for later reuse.
- c) A viewpoint is the perspective of an individual user.
- d) A view is perspective of an individual user.

09. Which type of engagement occurs at the business solutions maturity level?

- a) Partial business engagement
- b) multidomain technology engagement
- c) Single-domain technology engagement
- d) Business first engagement

10. Which activities are conducted by the Cisco business architect?

- a) Configure data center and network equipment
- b) Present technology-based solutions to the customer
- c) Engage with the customer's technical teams.
- d) Analyze the business, and establish credibility and rapport.

Answers to 810-440 Exam Questions:

Question: 01 Answer: d	Question: 02 Answer: c	Question: 03 Answer: b	Question: 04 Answer: c	Question: 05 Answer: c
Question: 06 Answer: c	Question: 07 Answer: d	Question: 08 Answer: a	Question: 09 Answer: a	Question: 10 Answer: b

Note: If you find any typo or data entry error in these sample questions, we request you to update us by commenting on this page or write an email on feedback@nwexam.com