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Cisco

Exam Questions 810-440

Cisco Business Architecture
Analyst

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Questions 1

Which benefit does the Cisco Business Architecture approach provide?

- A. It enables technology-focused discussions with customers.
- B. It identifies new opportunities for business innovation
- C. It enables the discussion of data center technologies with the customer.
- D. It enhances post-sales technical support capabilities.

Answer: A

Questions 2

Which phase of the Cisco Business Architecture aligns to the Business Architecture domain of the open group architecture framework?

- A. Customer commit
- B. Deploy and measure
- C. Research and analyze
- D. Develop and verify
- E. Customer knowledge

Answer: D

Questions 3

Which two characteristics of the Cisco Business Architecture methodology are true?

- A. It supports the client IT department to define the technology architecture.
- B. It provides project management of a complex technology deployment
- C. It determines the low-level design for network infrastructure.
- D. It aligns to the customer journey.
- E. It places customer needs and business outcomes first.

Answer: C,E

Questions 4

Which two benefits of using a Cisco Business Architecture methodology are true?

- A. It determines the low-level design for network infrastructure.
- B. It provides project management of a complex technology deployment
- C. It enhances the way Cisco does business with its customers
- D. It supports the client IT department to define the technology architecture.
- E. It drives larger and more profitable results for customers, Cisco and partners.

Answer: B,E

Questions 5

Who is directly responsible for the customer relationship?

- A. Technology specialists
- B. Business architect
- C. Sales leadership
- D. Account team (account manager, engineer)

Answer: D

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