Cisco.810-440.v2019-07-24.q127

Exam Code:	810-440
Exam Name:	Adopting The Cisco Business Architecture Approach (DTBAA)
Certification Provider:	Cisco
Free Question Number:	127
Version:	v2019-07-24
# of views:	1448
# of Questions views:	27759
https://www.freecram.net/torrent/Cisco.810-440.v2019-07-24.q127.html	

NEW QUESTION: 1
Which solution enables business outcomes in the healthcare industry?
A. Advanced Routing
B. Medianet
C. Collaboration
D. Multilayer Switching
Answer: B (LEAVE A REPLY)

NEW QUESTION: 2
Which option is a structured way to understand business landscape and context?
A. business model canvas
B. business canvas approach
C. business model outcomes
D. business outcomes canvas
Answer: (SHOW ANSWER)

NEW QUESTION: 3
During which Cisco Business Architecture phase does Information Technology Infrastructure Library® become relevant?
A. research and analyze
B. customer commit
C. deploy and measure
D. customer knowledge
E. develop and verify
Answer: (SHOW ANSWER)

NEW QUESTION: 4

Which two characteristics of customer relationship management are true? (Choose two.)
A. introducing technology solutions to the customer
B. building and maintaining rapport with relevant individuals
C. enticing customer with deep discounts and promotions
D. moving the customer toward positive decisions about investments and initiatives
E. increasing customer spend on technology hardware and software
Answer: (SHOW ANSWER)

NEW QUESTION: 5
Which three options are factors or components that must be considered when dealing with a business value proposition? (Choose three.)
A. Technological Development
B. Human Resource Management
C. Key Performance Indicators
D. Firm Infrastructure
E. Operating Expenses
F. Capital Expenditures
Answer: (SHOW ANSWER)

NEW QUESTION: 6
Which are three characteristics of key performance indicators (KPIs)? (Choose three.)
A. KPIs define what needs to happen to achieve desired results within a timeframe
B. KPIs are set according to magnitude and urgency
C. KPIs can be financial, managerial, or operational
D. KPIs measure progress against goals
E. KPIs must be strategic and tactical in nature
Answer: (SHOW ANSWER)

NEW QUESTION: 7
Which two values are provided from delivering a business roadmap? (Choose two.)
A. It provides product roadmap to meet business and customer needs.
B. It enables the business to transform from its current business state to its target business state.
C. It provides insights on technology trends that are relevant to customer business.
D. It reduces product failures and downtime that impact customer business.
E. It aligns business priorities, business capabilities, business solutions, and business outcomes.
Answer: (SHOW ANSWER)

NEW QUESTION: 8
Which categories can collaboration help achieve business goals for the customer?
A. Industry markets, Business Outcome, Technology Innovation.
B. Innovation, Industries, Incentives.

C. Line of Business, Vertical, Business Value.
D. Line of Business, Vertical, Business Outcome.
Answer: (SHOW ANSWER)

NEW QUESTION: 9
You are working to understand a customer business environment. Which two options are preferred data gathering techniques? (Choose two.)
A. social media
B. stock analysis reports
C. interviews
D. surveys
E. asking competitors
Answer: (SHOW ANSWER)

NEW QUESTION: 10
Which activity is performed by the Cisco business architect?
A. Create a product build of materials.
B. Develop low-level designs.
C. Provide product-specific technical support.
D. Determine the required business capabilities.
Answer: (SHOW ANSWER)

NEW QUESTION: 11
Which list comprises business capability components?
A. people, process, technology
B. process, technology, solutions
C. technology, people, outcomes
D. people, process, solutions
Answer: (SHOW ANSWER)

NEW QUESTION: 12
Which two factors must you know about stakeholders to identify where they fall in a power grid? (Choose two.)
A. degree of influence
B. degree of interest
C. size of budget
D. role in company
E. purchasing power
Answer: (SHOW ANSWER)

NEW QUESTION: 13
Which goal of the Cisco business architect in a business architecture engagement is true?

A. Lead post-sales technical support
B. Gain experience in developing low-level designs.
C. Provide Cisco specific technology solutions.
D. Convey Cisco relevancy to business capabilities and solutions.
Answer: (SHOW ANSWER)

NEW QUESTION: 14
Which two classes of solutions enable business outcomes for the Energy/Utilities industry? (Choose two.)
A. Data Center and Virtualization
B. Remote Expert
C. Multilayer Switching
D. Advanced Routing
E. Internet of Everything
F. Service Provider Network Infrastructure
Answer: A,E (LEAVE A REPLY)

NEW QUESTION: 15
You are an account manager and your customer asks you for help to quantify the impact that the technology investment they are about to make has on their business priorities. Which step is the best next step?
A. Set up an executive briefing.
B. Set up a product briefing that describes the benefits the product has.
C. Set up a meeting to engage a business architect.
D. Set up a product briefing that describes the benefits the product has, followed by an executive briefing.
Answer: (SHOW ANSWER)

NEW QUESTION: 16
Which target audience category typically provides the resources for an effort?
A. key decision makers
B. gatekeepers
C. secondary audience
D. project sponsors
E. watchdogs
Answer: (SHOW ANSWER)

Valid 810-440 Dumps shared by EduDump.com for Helping Passing 810-440 Exam! EduDump.com now offer the **newest 810-440 exam dumps**, the EduDump.com 810-440 exam **questions have been updated** and **answers have been corrected** get the **newest** EduDump.com 810-440 dumps with Test Engine here:

https://www.edudump.com/exams/Cisco/810-440/premium/ (**270** Q&As Dumps, **35%OFF** **Special Discount Code:** **freecram**)

NEW QUESTION: 17
Which characteristic of the Cisco Internet of Everything has the most impact on business?
A. having physical devices and objects connected to the internet
B. delivering the services to the right person at the right time
C. connecting people for measuring the usage trends of services
D. leveraging data into more useful information for decision making
Answer: (SHOW ANSWER)

NEW QUESTION: 18
Which option is used to describe a customer's vision, mission, strategy, and major initiatives?
A. business model canvas
B. technology implementation plan
C. business value chain
D. critical success factor
Answer: (SHOW ANSWER)

NEW QUESTION: 19
Which elements describe the business architecture domain of the TOGAF® framework?
A. initial phase where stakeholders are identified and the architecture vision is created
B. operations, solutions, migration planning, and governance are implemented
C. business strategy, governance, organization, and important business processes
D. structure of logical and physical data assets and data management resources
Answer: (SHOW ANSWER)

NEW QUESTION: 20
Which three options are perspectives of the customer needs? (Choose three.)
A. Operative Professionals
B. Strategic Executives
C. Technical Professionals
D. Executive Management
E. Finding Investors
F. Functional Area Management
Answer: (SHOW ANSWER)

NEW QUESTION: 21
Which is a good technique to demonstrate the value of technology so that stakeholders can understand what is possible?
A. Developing business scenarios

B. Performing gap analysis
C. Defining the as-is or current state of an enterprise process or operation
D. Comparing technical features of different solutions
Answer: (SHOW ANSWER)

NEW QUESTION: 22
Which are two reasons customers look for Cisco and its partners' solutions and services? (Choose two.)
A. To help business reduce the total cost of ownership for IT
B. To help business more effectively deploy, absorb, and adopt technologies
C. To help make a retailer aware of a restocking need while more quickly relying on human interaction
D. To explore how technology innovation yields new revenue and lowers costs
E. To enable customers to complete marketing research as part of their investment funds
Answer: (SHOW ANSWER)

NEW QUESTION: 23
Which are two characteristics of laissez-faire leadership styles? (Choose two.)
A. The leader provides rewards and incentives.
B. It involves a high level of communication.
C. It is intended for team members who require close supervision.
D. The leader has minimal involvement.
E. A trained and qualified team member leads efforts.
Answer: (SHOW ANSWER)

NEW QUESTION: 24
Which option is a primary reason for using the Cisco Services Solution story with customers?
A. to enhance the sales experience for an account manager
B. to raise customer expectations possible outcomes from larger IT investments
C. to help raise awareness of Cisco services relevancy, beyond break/fix support and/or deployment projects
D. to provide a clear way to discuss services that all customers need
Answer: (SHOW ANSWER)
Explanation/Reference:
Explanation:
The Cisco services story is receiving a lot attention both internally and with the public. Sellers should build off of this visibility, reinforcing that Cisco has a broad services portfolio that goes beyond break/fix, and network deployment.

NEW QUESTION: 25
Which activity occurs in the loyalty phase of the customer relationship lifecycle?
A. Understand the customer and their critical needs.
B. Continue to effectively develop your relationship with the customer.
C. Gain credibility with the customer to establish them as an advocate
D. Establish yourself as a trusted advisor.

Answer: (SHOW ANSWER)

NEW QUESTION: 26
Which description of the role of the account manager is true?
A. The account manager is responsible for technology selection to sell into the account.
B. The account manager leads a business-led approach selecting the right technology to sell.
C. The account manager is directly responsible for the customer relationship.
D. The account manager leads the customer engagement throughout the business-led approach.
Answer: (SHOW ANSWER)

NEW QUESTION: 27
Which option is the main benefit of the Internet of Everything?
A. brings improvements to businesses and people
B. discrete focus on top industries health and finance
C. compensates for errors in business process design
D. makes better use of legacy investments
Answer: (SHOW ANSWER)

NEW QUESTION: 28
At which phase of the customer journey does the Cisco Business Architect begin the engagement?
A. Business Development
B. Business Vision
C. Business Solutions
D. Business Capabilities
Answer: (SHOW ANSWER)

NEW QUESTION: 29
Which is a critical first step when thinking about how to communicate technical content to a senior business manager?
A. Identify a person on her staff who can explain details.
B. Draft a high level message using language pulled from the top IT vendors.
C. Listen to the customer to understand her KPIs.
D. Plan out your message to explain potential options.
Answer: (SHOW ANSWER)

NEW QUESTION: 30
Which element is recommended to align solutions and services to the customer business?
A. key performance indicator
B. critical success factor
C. total cost of ownership
D. goals and objectives
Answer: (SHOW ANSWER)

NEW QUESTION: 31
Which two examples are indirect financial benefits? (Choose two.)
A. decreased total cost of ownership
B. increased customer satisfaction
C. increased operational expenditures
D. increased process efficiency
E. decreased capital expenditures
Answer: (SHOW ANSWER)

Valid 810-440 Dumps shared by EduDump.com for Helping Passing 810-440 Exam! EduDump.com now offer the **newest 810-440 exam dumps**, the EduDump.com 810-440 exam **questions have been updated** and **answers have been corrected** get the **newest** EduDump.com 810-440 dumps with Test Engine here: https://www.edudump.com/exams/Cisco/810-440/premium/ (**270** Q&As Dumps, **35%OFF** **Special Discount Code:** **freecram**)

NEW QUESTION: 32
Which option is a structured process to understand business landscape and context?
A. business outcomes canvas
B. business model outcomes
C. business model canvas
D. business canvas approach
Answer: (SHOW ANSWER)

NEW QUESTION: 33
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 describe a plan to refresh the infrastructure.
B. Understand what business drivers are impacting their market place.
C. 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.
D. Provide the customer with the latest technology developments so that they understand how can you help them.
Answer: (SHOW ANSWER)

NEW QUESTION: 34
What impact on business can cloud technologies provide?
A. Reducing travel expenses and enhancing productivity
B. Improving green brand awareness

C. Reducing project risk
D. Reducing application's response time to streamline transactions and getting better customer and employee satisfaction
Answer: (SHOW ANSWER)

NEW QUESTION: 35
When selling business outcomes, which two key factors must be considered in relation to the achievement of the outcomes? (Choose two.)
A. metrics and measurement
B. communication procedures
C. project management milestones
D. specific timeframe and milestones
Answer: (SHOW ANSWER)

NEW QUESTION: 36
What should sales professionals do to ensure that business outcomes support what the customer brings to the market?
A. Understand the customer's value proposition.
B. Make a list of the CSFs and KPIs of the organization.
C. Understand the customer's services portfolio.
D. Interview the different stakeholders and confirm with them.
Answer: (SHOW ANSWER)

NEW QUESTION: 37
Which three options are financial challenges in business outcome-based selling? (Choose three.)
A. Financial resources are distributed across functional areas.
B. Competitive analysis is often incomplete.
C. Competing stakeholder goals and expectations.
D. IT adoption and implementation may have long business cycles.
E. Difficulty to determine external value.
Answer: (SHOW ANSWER)

NEW QUESTION: 38
Cisco solutions and services are related to every kind of outcomes. Which is the goal of business outcomes?
A. To enable CXOs or Line of Business leaders to grow revenues, lower operating costs and achieve strategic business objectives
B. To help customers operate, manage and optimize technology environment more effectively
C. To help customers establish new technology or evolve current functionality
D. To take advantage of new technology to increase business relevance
Answer: (SHOW ANSWER)

NEW QUESTION: 39

Which option is a key concept of the unique Cisco sales approach?
A. Engage in dialog about customer needs and new technologies.
B. Put together the most logical set of services for the customer.
C. Add as many new Cisco technologies to the solution that meet customer needs.
D. Start driving outcomes for customers, and go beyond selling and implementing technology solutions.
Answer: (SHOW ANSWER)

NEW QUESTION: 40
Which one of the following solutions enables business outcomes in the manufacturing industry?
A. Plant Floor Control Network
B. Remote Expert
C. Multilayer Switching
D. Service Provider Network Infrastructure
E. Advanced Routing
Answer: (SHOW ANSWER)

NEW QUESTION: 41
Which two options comprise information you need to achieve successful outcome-based sales? (Choose two.)
A. The degree of affinity stakeholders have related to risk.
B. How stakeholders receive information and what information they want to receive.
C. What information is communicated to stakeholders in a timely fashion.
D. The stakeholder influencers, decision makers, and participating individuals throughout the process.
Answer: (SHOW ANSWER)

NEW QUESTION: 42
Which two options are financial considerations related to determining business outcomes? (Choose two.)
A. Internal Return Rate, Discount Rate.
B. Payback, Chargeback.
C. Capital Expenditures, Working Capital.
D. Capital Expenditures, Operating Expenses.
E. Chargeback, Show back.
Answer: (SHOW ANSWER)

NEW QUESTION: 43
RACI model aids can be used to understand specific aspects of stakeholders' involvement in businesses.
What does RACI stand for?
A. Responsible, Assertive, Consulted, Informed
B. Reconciler, Accountable, Consulted, Independent
C. Responsible, Accountable, Consulted, Informed
D. Responsible, Accountable, Consulted, Influenced
E. Reconciler, Assertive, Consulted, Informed

Answer: C (LEAVE A REPLY)

NEW QUESTION: 44
Which factor encompasses the standards and cultural behavior that are important to the business?
A. values
B. mission
C. strategy
D. vision
Answer: (SHOW ANSWER)

NEW QUESTION: 45
On which two business maturity levels do Cisco Business Architects operate?
A. Technology Specific
B. Business Transformation
C. Business Solutions
D. Business Engagement
E. Technology Solutions
Answer: (SHOW ANSWER)

NEW QUESTION: 46
Which tool is recommended to help identify customer responsibilities in one of their business processes?
A. BMC chart
B. RACI chart
C. RACE report
D. Agile chart
Answer: (SHOW ANSWER)

Valid 810-440 Dumps shared by EduDump.com for Helping Passing 810-440 Exam! EduDump.com now offer the **newest 810-440 exam dumps**, the EduDump.com 810-440 exam **questions have been updated** and **answers have been corrected** get the **newest** EduDump.com 810-440 dumps with Test Engine here: https://www.edudump.com/exams/Cisco/810-440/premium/ (**270** Q&As Dumps, **35%OFF** **Special Discount Code: freecram**)

NEW QUESTION: 47
In a cloud implementation scenario, what does the sales professional must take into consideration regarding the revenue of a business outcomes selling?
A. Revenue from this model could increase in a 25%.
B. Revenue from this model is three times bigger than in the traditional product selling.
C. Revenue from this model is realized over a longer period of time.

D. Revenue from this model is immediate.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 48
What is a primary benefit of asking questions to stakeholders who do not have strong decision authority over project funding, but who do have relevant experience?
A. The more data, the better.
B. It shows the decision makers you are taking the initiative to get input from people that they might not have identified for interviews.
C. It shows them that you are interested in their opinions.
D. It can find requirements or opportunities that are relevant to future discussions.
Answer: (SHOW ANSWER)

NEW QUESTION: 49
You are an account manager and the customer asks you to summarize the business value a product they are about to purchase delivers. Which process best describes how to do that?
A. Gather customer business priorities and needed business capabilities. Align the business capabilities to solutions and align the solutions to customer outcomes.
B. Gather customer business priorities and list of product benefits. Align the product benefits to customer outcomes.
C. Gather list of products benefits and needed business capabilities. Align the product benefits to the business capabilities and align the product benefits to customer outcomes.
D. Gather customer business priorities and list of products benefits. Align the product benefits to business priorities and align the product benefits to customer outcomes.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 50
Which four options are the top-level key areas of the business model canvas?
A. infrastructure, offerings, customers, finances
B. products, services, solutions, outcomes
C. markets, channels, partners, customers
D. resources, products, customers, markets
Answer: (SHOW ANSWER)

NEW QUESTION: 51
Which advantage is gained from engaging with senior IT and LoB leadership of the Cisco Business Architecture approach?
A. to describe the latest product features offered
B. to gain an understanding of their business
C. to demonstrate the latest product features
D. to position technology
Answer: (SHOW ANSWER)

NEW QUESTION: 52
Which element conveys a business need as defined by business stakeholders?
A. business priority
B. business strategy
C. business solution
D. business requirement
Answer: (SHOW ANSWER)

NEW QUESTION: 53
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. skills to manage risks related to use of emerging technologies
C. new product launches that require IT capacity
D. globalization of the sales force
Answer: (SHOW ANSWER)

NEW QUESTION: 54
Which two main things must you know about stakeholders to identify where they fall in a power grid? (Choose two.)
A. purchasing power
B. degree of influence
C. interest in results
D. role in company
E. size of budget
Answer: (SHOW ANSWER)

NEW QUESTION: 55
Which question provides the best information to use to define customer success factors?
A. What tools are you looking for, to better measure your ROI?
B. What are your business objectives for this project/initiative?
C. What services do you need?
D. Which Cisco products best fit your goals?
Answer: (SHOW ANSWER)

NEW QUESTION: 56
Which two standards are examples of an architectural framework? (Choose two.)
A. ISO 9001
B. Zachman
C. TOGAF®

D. ISO 27001
E. ITIL®
Answer: (SHOW ANSWER)

NEW QUESTION: 57
Several of the Cisco small business switches allow you to assign roles to ports depending on what device you are connecting. What is this functionality called? Select exactly 1 answer(s) from the following:
A. FindIT
B. LLOP-MED
C. CDP
D. SmartPorts
Answer: D (LEAVE A REPLY)

NEW QUESTION: 58
Which are two purposes of the Cisco enablement resources and Cisco Playbooks when articulating the business value to customers? (Choose two.)
A. To enhance the technology experience and influence the customer.
B. To help the sales force develop new marketing strategies.
C. To provide additional information on Cisco solutions and services.
D. To improve the proposal and provide the bill of materials to the customer.
E. To help the sales force with the selling process.
Answer: (SHOW ANSWER)

NEW QUESTION: 59
Which external influence to a business model is true?
A. market forces
B. organizational readiness
C. business maturity
D. organizational culture
Answer: (SHOW ANSWER)

NEW QUESTION: 60
Which four options are components of the Seven Elements framework? (Choose four.)
A. Interests, Options & Legitimacy
B. Best Alternative
C. Interests, Agenda & Normative
D. Commitment
E. Relationship & Communications
F. Alternatives, Opportunities & Legitimacy
G. Relationship & Distribution
Answer: (SHOW ANSWER)

NEW QUESTION: 61
Which three audience types represent important stakeholders? (Choose three.)
A. executives
B. employees
C. influencers
D. decision makers
E. gate keeper
F. suppliers
Answer: (SHOW ANSWER)

Valid 810-440 Dumps shared by EduDump.com for Helping Passing 810-440 Exam! EduDump.com now offer the **newest 810-440 exam dumps**, the EduDump.com 810-440 exam **questions have been updated** and **answers have been corrected** get the **newest** EduDump.com 810-440 dumps with Test Engine here: https://www.edudump.com/exams/Cisco/810-440/premium/ (**270** Q&As Dumps, **35%OFF** **Special Discount Code:** **freecram**)

NEW QUESTION: 62
Which question provides the best information to define customer success factors?
A. What tools are you looking for, to better measure your ROI?
B. What services do you need?
C. Which Cisco products best fit your goals?
D. What are your business objectives for this project/initiative?
Answer: (SHOW ANSWER)

NEW QUESTION: 63
Emerging trends in technology are impacting business outcomes with respect to optimization and innovation. Which are the big four emerging trends?
A. Cloud, Mobility, Analytics, Social Media
B. Cloud, Social Media, Software Defined Networking, Big Data
C. Cloud, Mobility, Activity Based Working, Security
D. Cloud, Industry Issues, Consumerization, IT Appliances
Answer: (SHOW ANSWER)

NEW QUESTION: 64
Which three options are examples of KPIs for Business Outcomes? (Choose three.)
A. Revenue growth.
B. Lower OPEX.
C. Increased IT service performance.

D. Improved customer satisfaction.
E. Lower IT asset obsolescence.
F. Increased IT asset utilization.
Answer: (SHOW ANSWER)

NEW QUESTION: 65
Which two descriptions of the customer journey are true? (Choose two.)
A. The customer journey has eight phases to deliver business outcomes.
B. It starts with the customer's technology vision.
C. It spans the spectrum from business vision to value realization.
D. It is an IT-centric view of their business needs.
E. It is a business-centric view of the customer business.
Answer: (SHOW ANSWER)

NEW QUESTION: 66
Which four aspects are considered by the Business Model Canvas? (Choose four.)
A. Finances
B. Business value proposition
C. Strategic Analysis
D. Business development teams
E. Sales people
F. Business structure
Answer: (SHOW ANSWER)

NEW QUESTION: 67
Which option is most likely to improve interactions with customers?
A. Know the time available to present the solution.
B. Learn their personal interests.
C. Understand the goals of their team.
D. Understand their communication style.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 68
Which description of the channel building block in the business model canvas is true?
A. how the business reaches its customers
B. value that the business delivers to its customers
C. for whom is the business creating value
D. key activities that support the value proposition
Answer: (SHOW ANSWER)

NEW QUESTION: 69

The customer mindset across verticals is changing as they become more aware of technology solutions and their influence on the organization. Which three options are characteristics of this customer mindset?
(Choose three.)
A. Expect measurable value in terms of business outcomes
B. Perspective towards technology services and solutions is same across industry verticals
C. Have a greater understanding of the competitive market and service and solution providers
D. Less loyal to a specific vendor due to technology as a commodity and availability of service solutions
E. Expect providers to sell products and contracts
Answer: (SHOW ANSWER)

NEW QUESTION: 70
Which is the main outstanding reason and justification for business outcome-based sales approach?
A. Organizations want to offer a renewed portfolio in order to increase share value.
B. Organizations want to develop marketing and communicational strategies in order to sell more efficiently.
C. Organizations want more from their IT solutions which respect to value, time-to-market, and measurable outcomes.
D. Organizations want to improve the chain of value based on the cost of IT solutions they provide.
Answer: (SHOW ANSWER)

NEW QUESTION: 71
Which option is the outcome when comparing the current state of technology with the capabilities of emerging technologies?
A. Identify the new stakeholders.
B. Identify new cloud-based technologies.
C. Identify gaps for upgrading Cisco products.
D. Identify gaps that provide opportunities for new services and solutions.
Answer: (SHOW ANSWER)

NEW QUESTION: 72
Which three options are skills that business development teams should develop for outcome- based selling? (Choose three.)
A. lateral thinking
B. conflict management and resolution
C. critical thinking
D. negotiation and communication
E. outcome-based mindset
F. transformative networking mindset
Answer: (SHOW ANSWER)

NEW QUESTION: 73
Which option is the leading reason that technology projects fail, according to research?
A. too many stakeholders

B. lack of a business model canvas
C. poor stakeholder management
D. lack of budget
Answer: (SHOW ANSWER)

NEW QUESTION: 74
What is a key differentiator of the Cisco Data Analytics market solution?
A. It offers an end-to-end industry platform.
B. It includes a new Cisco category of cloud applications.
C. It sets new standards for data capture and storage.
D. It manages a higher volume of data than the competition.
Answer: (SHOW ANSWER)

NEW QUESTION: 75
Which two elements that are associated with customer interaction is the Seven Elements Framework used to plan? (Choose two.)
A. seller's authority for pricing
B. prior solutions considered
C. business concepts
D. general communications
E. high-impact negotiations
Answer: (SHOW ANSWER)

NEW QUESTION: 76
Which two options are valid combinations of tactic and audience you can use to create your business outcome message? (Choose two.)
A. Tactic: Use evidence; Audience type: Uninformed.
B. Tactic: Acknowledge the view; Audience type: Critical.
C. Tactic: Build a bond; Audience type: Sympathetic.
D. Tactic: Use evidence; Audience type: Critical.
E. Tactic: Build a bond; Audience type: Hostile.
Answer: (SHOW ANSWER)

Valid 810-440 Dumps shared by EduDump.com for Helping Passing 810-440 Exam! EduDump.com now offer the **newest 810-440 exam dumps**, the EduDump.com 810-440 exam **questions have been updated** and **answers have been corrected** get the **newest** EduDump.com 810-440 dumps with Test Engine here: https://www.edudump.com/exams/Cisco/810-440/premium/ (**270** Q&As Dumps, **35%OFF** **Special Discount Code:** **freecram**)

NEW QUESTION: 77
Which type of engagement occurs at the business solutions maturity level?
A. business-first engagement
B. partial business engagement
C. multidomain technology engagement
D. single-domain technology engagement
Answer: (SHOW ANSWER)

NEW QUESTION: 78
At what three major levels can Cisco and its partners provide outcomes? (Choose three.)
A. business level
B. operational level
C. technology innovation level
D. executive level
E. strategic level
Answer: (SHOW ANSWER)

NEW QUESTION: 79
You are proposing a solution to a group that conflicts with a competing initiative of one of the group members. Which audience type does this group member belong to?
A. hostile
B. critical
C. sympathetic
D. uninformed
Answer: (SHOW ANSWER)

NEW QUESTION: 80
IP addressing can be assigned in either a static or dynamic method.
Which two devices would likely be assigned dynamic IP addresses? (Choose two.)
Freecram.net
A. printer
B. personal laptop
C. email server
D. switch
E. IP phone network
Answer: (SHOW ANSWER)

NEW QUESTION: 81
Why is it convenient to tie business outcomes and the customer value proposition?
A. To reduce complexity for stakeholders, it is easier for them to describe the benefits and to influence others to gain support.
B. Because it keeps the value proposition unchanged, it is easier for stakeholders to claim for accountability.

C. Because this way you can establish fixed business goals and priorities and facilitate the deployment project management.
D. Because it accelerates the time to market of new products and solutions while maintaining a reasonable cost structure.
Answer: (SHOW ANSWER)

NEW QUESTION: 82
Which domains of the Open Group Architecture Framework® are included in the customer knowledge phase of Cisco Business Architecture?
A. preliminary, architecture vision, business architecture
B. business architecture, architecture vision, technology architecture
C. business architecture, information systems architecture, technology architecture, opportunities solutions
D. business architecture, information systems architecture, technology architecture
Answer: (SHOW ANSWER)

NEW QUESTION: 83
You are a systems engineer engaging with your customer's Enterprise Architecture team. Which type of discussions best describes what you should expect from an Enterprise Architecture practice?
A. discussions related to the improvement of business processes
B. discussions related to the organization of a system that is composed of its components, their relationships to each other, and the principles that govern its design and evolution
C. discussions related to transforming the current state to a future state using products and their benefits to describe a business outcome
D. discussions related to the organization of a system that is composed of products and its benefits, where they are used in the network, and how to evolve the current state to the future state
Answer: (SHOW ANSWER)

NEW QUESTION: 84
There are approximately nineteen industry verticals. Which five are relevant to Cisco? (Choose five.)
A. Connected Utilities
B. Connected City
C. Connected Buildings
D. Connected Factory
E. Disaster Management
F. Connected Learning
G. Health Care
H. Connected Public Safety
Answer: (SHOW ANSWER)

NEW QUESTION: 85

When selling business outcomes, which two options are key points/ factors related to what the customer wants to achieve must be considered? (Choose two.)
A. What the business priorities and strategies are.
B. What the Critical Set of Factors and Key Performance Indicators are.
C. What the mindset of customers is.
D. What the business priorities and goals are.
E. What the Critical Success Factors and Key Performance Indicators are.
Answer: (SHOW ANSWER)

NEW QUESTION: 86
What impact on business can cloud technologies provide?
A. Reducing application's response time to streamline transactions and getting better customer and employee satisfaction
B. Reducing travel expenses and enhancing productivity
C. Reducing project risk
D. Improving green brand awareness
Answer: (SHOW ANSWER)

NEW QUESTION: 87
Which two resources can be used to determine the characteristics of a customer's persona? (Choose two.)
A. annual reports
B. past employers
C. social media
D. industry peers
E. human resources
Answer: (SHOW ANSWER)

NEW QUESTION: 88
Which could be a layer within an enterprise architecture?
A. Organization's reporting structure
B. Service level commitments
C. Business services
D. Project office's governance practices
Answer: (SHOW ANSWER)

NEW QUESTION: 89
Which guidelines are frameworks, practices, or standards used to establish within a corporation?
A. leadership and a common language within the organization
B. guaranteed success of architecture within the organization
C. common language within the organization
D. leadership within the organization

Answer: (SHOW ANSWER)

NEW QUESTION: 90

Which type of organizational goals do key performance indicators measure?

A. financial

B. technological

C. strategic

D. tactical

Answer: (SHOW ANSWER)

NEW QUESTION: 91

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

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

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

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

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

Answer: (SHOW ANSWER)

Valid 810-440 Dumps shared by EduDump.com for Helping Passing 810-440 Exam! EduDump.com now offer the **newest 810-440 exam dumps**, the EduDump.com 810-440 exam **questions have been updated** and **answers have been corrected** get the **newest** EduDump.com 810-440 dumps with Test Engine here: https://www.edudump.com/exams/Cisco/810-440/premium/ (**270** Q&As Dumps, **35%OFF** **Special Discount Code:** **freecram**)

NEW QUESTION: 92

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

A. additional teams to implement solutions in a timely manner

B. Cisco expertise and the ability to have specializations in certain practice areas

C. a large customer base for which to sell Cisco services

D. relationships with key Cisco personnel

Answer: (SHOW ANSWER)

NEW QUESTION: 93

Why is it necessary to discuss the different types of licensing models with the customer?

A. To consider the ability of the organization for adapting to the new consumption model

B. To ensure that the model being considered is the best fit for the required number of users.

C. To determine what model allows for greater discounts.

D. To determine what models will provide the greatest financial benefits and business outcomes

Answer: (SHOW ANSWER)

NEW QUESTION: 94
Which option must be understood before identifying business outcome opportunities?
A. decision-making process
B. organization chart
C. customer value proposition
D. current technology plan
Answer: (SHOW ANSWER)

NEW QUESTION: 95
Which statement is true?
A. A view can be generic and stored in libraries for later reuse.
B. A view is perspective of an individual user.
C. Some views do not have associated viewpoints.
D. A viewpoint is the perspective of an individual user.
Answer: (SHOW ANSWER)

NEW QUESTION: 96
Which option is a main benefit that Cisco Partners bring to the table for customers?
A. a large customer base for which to sell Cisco services
B. Cisco expertise and the ability to have specializations in certain practice areas
C. relationships with key Cisco personnel
D. additional teams to implement solutions in a timely manner
Answer: (SHOW ANSWER)

NEW QUESTION: 97
Which two factors are examples of business influences? (Choose two.)
A. external
B. strategy
C. resource
D. internal
E. vision
Answer: (SHOW ANSWER)

NEW QUESTION: 98
When selling business outcomes, which two key points/ factors related to understanding actual achievement of goals must be considered? (Choose two.)
A. specific timeframe and periods
B. metrics and calculation procedures
C. project management milestones
D. communicational procedures

Answer: (SHOW ANSWER)

NEW QUESTION: 99
Which two questions are used during high level outcome selling? (Choose two.)
A. What capabilities are needed to achieve the outcomes?
B. What are the technical restrictions of business?
C. How are the goals of top executives achieved?
D. How does talent architecture influence the definition of business outcomes?
E. How is progress vs. outcomes measured?
Answer: (SHOW ANSWER)

NEW QUESTION: 100
Which option lists the top four technology trends that affect all enterprise business decisions?
A. mobility, social, data, security
B. security, big data, mobile, Internet
C. social, mobility, analytics, cloud
D. cloud, security, BYOD, big data
Answer: (SHOW ANSWER)

NEW QUESTION: 101
Which value does a business architect realize from the Cisco Business Architecture approach?
A. Establish a long-term relationship with senior IT and LoB leadership as a trusted advisor.
B. Gain opportunities to present the latest technology features to senior IT and LoB leaders.
C. Establish trusted advisor status by presenting and demonstrating the latest technology features to senior IT and LoB leadership.
D. Gain opportunities to cross and up-sell to senior IT and LoB leadership.
Answer: (SHOW ANSWER)

NEW QUESTION: 102
Which role has direct responsibility for the customer relationship?
A. Account Manager
B. Business Architect
C. Systems Engineer
D. Technical Solutions Architect
Answer: (SHOW ANSWER)

NEW QUESTION: 103
Which role is most important for engaging with the customer from a business perspective?
A. Account Manager
B. Systems Engineer
C. Business Architect

D. Technical Solutions Architect
Answer: (SHOW ANSWER)

NEW QUESTION: 104
According to Cisco and related to customers, which is the one and only outstanding reason and justification for business outcome-based sales approach?
A. Executives are interested in satisfying customers' needs and requirements.
B. Stakeholders are interested in being considered when developing and accessing business outcomes.
C. Managers and supervisors are committed to close the quality of service gap.
D. Customers are interested in solutions and services that result in measurable outcomes.
Answer: (SHOW ANSWER)

NEW QUESTION: 105
Which description of a view is true?
A. It is always specific to the domain for which it is created.
B. It is a perspective from which a viewpoint is taken.
C. It is a representation of a part of the system.
D. It is generic and can be stored in a library.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 106
Which framework is used to plan influential communication when seeking customer support for action?
A. business model canvas
B. principled negotiation
C. seven elements
D. stakeholder analysis matrix
Answer: (SHOW ANSWER)
Explanation/Reference:
Explanation:
Business Model Canvas is to define the customer environment, business model, and motivators for change, whereas Seven Elements Framework helps in communicating and negotiating with stakeholders.

Valid 810-440 Dumps shared by EduDump.com for Helping Passing 810-440 Exam! EduDump.com now offer the **newest 810-440 exam dumps**, the EduDump.com 810-440 exam **questions have been updated** and **answers have been corrected** get the **newest** EduDump.com 810-440 dumps with Test Engine here: https://www.edudump.com/exams/Cisco/810-440/premium/ (**270** Q&As Dumps, **35%OFF** **Special Discount Code:** **freecram**)

NEW QUESTION: 107

Which two options are benefits of Cisco's overall portfolio with respect to the set of buyers? (Choose two.)

A. increased business performance

B. enhanced accountability

C. real-time business intelligence

D. higher service availability

Answer: (SHOW ANSWER)

Explanation/Reference:

NEW QUESTION: 108



Refer to the exhibit. Which level does the exhibit describe?

A. customer journey

B. Business Architecture maturity level

C. solution selling stages and maturity level

D. Technology Architecture maturity level

Answer: (SHOW ANSWER)

NEW QUESTION: 109

Which building block of business model canvas addresses the customer's willingness to pay?

A. revenue streams

B. customer channels

C. customer segments

D. cost structure

Answer: (SHOW ANSWER)

NEW QUESTION: 110

Which option has a broad-reaching effect on buying organizations?

A. corporate plan
B. business unit projects
C. technology plan
D. operating processes
Answer: (SHOW ANSWER)

NEW QUESTION: 111
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 Cisco readiness against the competition.
C. It is used to determine the customer financial maturity for investment.
D. It is used to determine customer readiness for engagement.
Answer: (SHOW ANSWER)

NEW QUESTION: 112
When uncovering information about the customer, which method can provide a higher volume of data points efficiently?
A. focus group
B. workshop
C. interview
D. survey
Answer: (SHOW ANSWER)

NEW QUESTION: 113
Which option is a recommended activity that is important for outcome selling?
A. Ask questions until you have filled out the required tool checklist.
B. Use a checklist to cover all renewal needs.
C. Identify which services are associated with a Cisco product.
D. Have strategic value-based discussions with management.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 114
Which element conveys the relative importance of business initiatives to enable the transition from the current to the target state?
A. business strategy
B. business priority
C. business requirement
D. business solution
E. business outcome
Answer: (SHOW ANSWER)

NEW QUESTION: 115

Which two benefits does IT as a Service provide to the customer? (Choose two.)
A. Reduced TCO.
B. Reduced CAPEX.
C. Reduced Chargeback.
D. Reduced OPEX.
E. Reduced ROI.
Answer: (SHOW ANSWER)

NEW QUESTION: 116
Which benefit of the Information Technology Infrastructure Library is true?
A. predictable and consistent process
B. increased transparency of accountability, and informed delegation of authority
C. obtain ISO 9001 compliance
D. value creation through monitoring, measuring, evaluation, and feedback
Answer: (SHOW ANSWER)

NEW QUESTION: 117
Which discipline covers analyzing stakeholder expectations and their approach and posture towards technology?
A. Stakeholder Management
B. Stakeholder Relationship
C. Neurolinguistics Programming
D. Customer Relationship Management
Answer: A (LEAVE A REPLY)

NEW QUESTION: 118
Which one of the following solutions enable business outcomes in the manufacturing industry?
A. Multilayer Switching
B. Plant Floor Control Network
C. Service Provider Network Infrastructure
D. Advanced Routing
E. Remote Expert
Answer: (SHOW ANSWER)

NEW QUESTION: 119
Which option is one of the ways customers expect to gain access to a capability while paying for it?
A. acquire technology
B. encourage consumption
C. access new cloud services
D. improve operations
Answer: (SHOW ANSWER)

NEW QUESTION: 120

Which type of expenditure is the purchase of heavy equipment considered?

A. showback

B. operational

C. capital

D. consumption

E. chargeback

Answer: (SHOW ANSWER)

NEW QUESTION: 121

Which two options are reasons why effective communications is key to success? (Choose two.)

A. Can help lessen the impact of business weakness.

B. It allows other strengths to create maximum impact.

C. It allows effective interaction between stakeholders.

D. Can help mitigate the intrinsic risks within negotiation.

Answer: (SHOW ANSWER)

Valid 810-440 Dumps shared by EduDump.com for Helping Passing 810-440 Exam! EduDump.com now offer the **newest 810-440 exam dumps**, the EduDump.com 810-440 exam **questions have been updated** and **answers have been corrected** get the **newest** EduDump.com 810-440 dumps with Test Engine here: https://www.edudump.com/exams/Cisco/810-440/premium/ (**270** Q&As Dumps, **35%OFF** **Special Discount Code:** **freecram**)

NEW QUESTION: 122

Which two options are indirect benefits of a business outcome? (Choose two.)

A. Lower purchase price of IT assets

B. Faster time to market for new solutions

C. Improved customer satisfaction

D. Lower maintenance contract cost

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 123

Cisco solutions and services are related to every kind of outcomes. What approach is frequently used to achieve business outcomes?

A. Taking advantage of new technology to increase business relevance

B. Using Next Generation IT to increase service quality. Also, reducing risk, complexity and costs

C. Improving agility & ability to create or deploy high quality, differentiated, innovative services for end users

D. Refining, enriching or developing & enabling new business processes, new markets, and customer interactions

Answer: (SHOW ANSWER)

NEW QUESTION: 124
Which option is the main element of a Business Outcomes storyline?
A. guaranteed customer ROI
B. Cisco products
C. relevancy to customers' strategy
D. Cisco differentiators
Answer: (SHOW ANSWER)

NEW QUESTION: 125
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. Who do you engage to work with the customer?
A. business architect
B. systems engineer
C. Cisco product business unit
D. technical solutions architect
Answer: (SHOW ANSWER)

NEW QUESTION: 126
Which two communications or interpersonal skills are critical for an Enterprise IT Business Specialist?
(Choose two.)
A. Ability to explain design decisions in multiple languages
B. Ability to interpret financial statements
C. Ability to plan and schedule complex data migration
D. Ability to build relationships
E. Ability to influence others
Answer: D,E (LEAVE A REPLY)

NEW QUESTION: 127
How does understanding the customer's business model holistically address the customer's business challenge?
A. As your conversations become more focused on their business challenges and value, customers will see you as a problem solver and not just a sales person.
B. Customers define how they want to measure success, and we work with them to turn this into metrics and a plan to achieve results.
C. With the comprehensive solution addressing their whole infrastructure, it is easier for customers to see value and progress, see gaps and what is next, and manage their IT investments.
D. Segmented solutions designed for their specific outcomes makes it easier for them to be more relevant to their company's business challenges.
Answer: (SHOW ANSWER)

Valid 810-440 Dumps shared by EduDump.com for Helping Passing 810-440 Exam! EduDump.com now offer the **newest 810-440 exam dumps**, the EduDump.com 810-440 exam **questions have been updated** and **answers have been corrected** get the **newest** EduDump.com 810-440 dumps with Test Engine here: https://www.edudump.com/exams/Cisco/810-440/premium/ (**270** Q&As Dumps, **35%OFF** **Special Discount Code: freecram**)