Cisco

Exam Questions 810-440
Cisco Business Architecture Analyst
NEW QUESTION 1
Which option is the most effective way to use best practices or scenarios during the selling process?

A. in use cases that are relevant to the customer
B. in business cases used previously
C. in customer briefing documents
D. in customer benefits statements

Answer: A

NEW QUESTION 2
You are an account manager and your customer asks whether Cisco can become a strategic partner to assist solving the business problems your customer is facing. Which two descriptions best describes the value of the Cisco Business Architecture Methodology? (Choose two.)

A. clearly illustrates product outcomes via a technology roadmap aligned to high-level business outcomes
B. ensures that business capabilities and solutions are aligned with business priorities and long-term strategy
C. captures and realizes value from defined business outcomes
D. ensures that product outcomes are aligned to business drivers
E. ensures that business capabilities are identified in product briefing sessions, clearly highlighting the outcomes the product benefits deliver

Answer: BC

NEW QUESTION 3
Which consumption model provides the organization with an agreed-upon number of authorized users?

A. Per-seat licensing
B. Concurrent-use licensing
C. Volume licensing
D. Pay As You Go

Answer: A

NEW QUESTION 4
RACI model aids can be used to understand specific aspects of stakeholders’ involvement in businesses. What does RACI stand for?

A. Responsible, Accountable, Consulted, Informed
B. Reconciler, Accountable, Consulted, Independent
C. Responsible, Assertive, Consulted, Informed
D. Reconciler, Assertive, Consulted, Informed
E. Responsible, Accountable, Consulted, Influenced

Answer: A

NEW QUESTION 5
From the customer perspective, which are two benefits that result when moving from an on premise solution to a Cloud solution? (Choose two.)

A. Recurring revenue stream
B. Lower initial investment
C. Higher ROI from investment
D. Increased value of company
E. Long-term business cycles benefits

Answer: BC

NEW QUESTION 6
Which solution enables business outcomes in the healthcare industry?

A. Multilayer Switching
B. Medianet
C. Collaboration
D. Advanced Routing

Answer: B

NEW QUESTION 7
How does an open plan volume licensing model works?

A. It does not specify individual users, so any user can access the service.
B. It provides the organization with an agreed number of users.
C. The costs are directly related to usage, not quantity of users.
D. The enterprise pays as it acquires services.

Answer: D
NEW QUESTION 8
Which three options are examples of KPIs for Business Outcomes? (Choose three.)

A. Improved customer satisfaction.
B. Increased IT service performance.
C. Lower IT asset obsolescence.
D. Revenue growth.
E. Lower OPEX.
F. Increased IT asset utilization.

Answer: ADE

NEW QUESTION 9
What are the phases of the Seven Elements framework?

A. Prepare, Plan, Design, Implement, Operate, Optimize.
B. Past, Present, Future.
C. Previous, Present, Posterior.
D. Before, In Between, After.

Answer: B

NEW QUESTION 10
Which two activities require strong facilitation skills for gathering qualitative data? (Choose two.)

A. workshop
B. focus group
C. survey
D. naire
E. interview

Answer: AB

NEW QUESTION 11
Which are the four types of requirements for aligning outcomes to business needs?

A. Business, Functional, Strategic, Tactical
B. Strategic, Tactical, Operational, Procedural
C. Functional, Operational, Administrative, Strategic
D. Business, Technical, Functional, Transitional

Answer: D

NEW QUESTION 12
Which two communications or interpersonal skills are critical for an Enterprise IT Business Specialist? (Choose two.)

A. Ability to build relationships
B. Ability to explain design decisions in multiple languages
C. Ability to plan and schedule complex data migration
D. Ability to influence others
E. Ability to interpret financial statements

Answer: AD

NEW QUESTION 13
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. sympathetic
B. uninformed
C. critical
D. hostile

Answer: D

NEW QUESTION 14
How does a performance measurement help the customer business?

A. Provides feedback on progress towards settled goals.
B. Compliance of certain industries regulations.
C. Help companies monitor its past state.
D. To reward and to discipline employees.

Answer: A
NEW QUESTION 15
What is the benefit of understanding stakeholder interests?

A. Understanding stakeholder interest helps sales people present solutions in the right business or technical language and context.
B. Aligning the message to the audience requires an understanding of stakeholders' audience goals and ensure a good business proposition.
C. Matching business needs to outcomes helps sales people present solutions in the right business or technical language and context.
D. Aligning business goals and technical goals ensure sales people present solutions in the right business or technical language and context.

Answer: A

NEW QUESTION 16
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. Listen to the customer to understand her KPIs.
C. Plan out your message to explain potential options.
D. Draft a high level message using language pulled from the top IT vendors.

Answer: B

NEW QUESTION 17
Which two benefits of using a Cisco Business Architecture methodology are true? (Choose two.)

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

Answer: CD

NEW QUESTION 18
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.

Answer: AE

NEW QUESTION 19
Which two examples are indirect financial benefits? (Choose two.)

A. increased customer satisfaction
B. increased operational expenditures
C. increased process efficiency
D. decreased capital expenditures
E. decreased total cost of ownership

Answer: AC

NEW QUESTION 20
Which two options are part of the five steps approach needed to conduct a stakeholder analysis? (Choose two.)

A. Define ways to move stakeholders from their current to future position.
B. Identify customer stakeholders.
C. Define absolute power and interest of stakeholders.
D. Generate consensus among stakeholders.

Answer: AB

NEW QUESTION 21
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