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QUESTION & ANSWER

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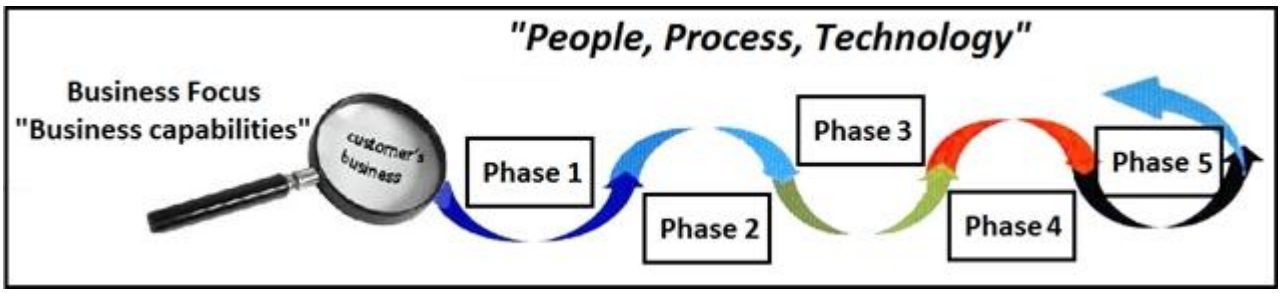
Exam : **810-440**

Title : Adopting the Cisco Business Architecture Approach

Version : DEMO

1.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 leads the customer engagement throughout the business-led approach.
D. The account manager is directly responsible for the customer relationship.
Answer: D

2.DRAG DROP
Refer to the exhibit.



Drag and drop the five phases of the Cisco Business Architecture methodology from the left into the correct order on the right.

customer knowledge	phase 1
research and analyze	phase 2
deploy and measure	phase 3
customer commit	phase 4
develop and verify	phase 5

Answer:

customer knowledge	customer knowledge
research and analyze	research and analyze
deploy and measure	develop and verify
customer commit	customer commit
develop and verify	deploy and measure

3.Which two skill pillars are part of Cisco Business Architecture? (Choose two.)
A. business engagement

B. stakeholder architecture
C. enterprise architecture
D. digitization
E. business acumen
Answer: CE

4.During a business lead engagement, which role of the aspiring Cisco Business Architect is true?
A. to be more business focused
B. dedicated to running proof of value
C. to be more technology focused
D. to promote the business lead approach with other line of business
Answer: C

5.Which role has direct responsibility for the customer relationship?
A. Account Manager
B. Technical Solutions Architect
C. Business Architect
D. Systems Engineer
Answer: A