PassLeader 810-440 Exam Dumps Collection with VCE and PDF (Question 11 - Question 15)

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QUESTION 11
Which decision-making style leans towards ad hoc approaches?

A.   A catalyst
B.   Motivator
C.   Visionary
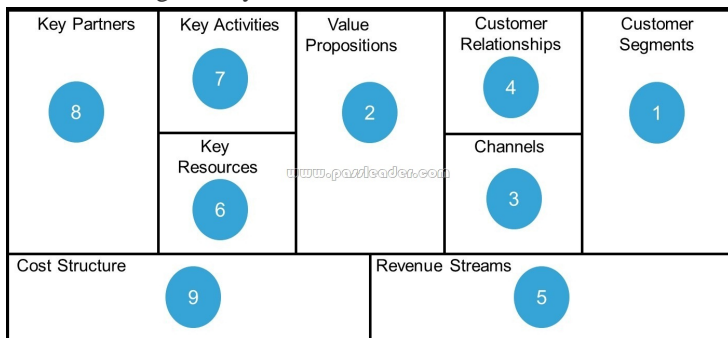D.   Guardian
E.   flexible

Answer: E

QUESTION 12
Which factor aligns with the left side of the business model canvas?

A.   Customer relationship.
B.   Customer segments.
C.   Cost structure.
D.   Revenue stream.

Answer: C

Explanation:
There is a recommended order for working through the building blocks. The right side of the BMC is "Emotional" and the left side is "Logical". It is extremely important to understand that the value of the BMC as tool allows a Cisco Business Architect to gain and leverage their knowledge of the business. The results of the BMC are used by the Cisco Business Architect to understand the business and generally not intended to be shared with stakeholders. A business may also have more than one business model.

QUESTION 13
Which two options are roles of the business architect?

A.   Respond to RFPs.
B.   Coordinate customer technical proof of concepts.
C.   Engage with business leaders.
D.   Develop a customer business roadmap.
E.   Develop bill of materials.

Answer: CD

QUESTION 14
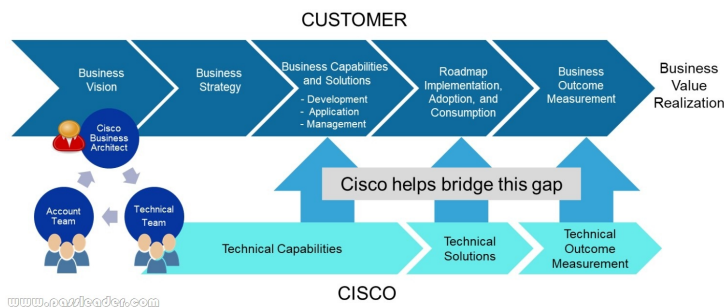Which two descriptions of the customer journey are true?

A.   It is an IT-centric view of their business needs.

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B.   The customer journey has eight phases to deliver business outcomes.
C.   It starts with the customer's technology vision.
D.   It spans the spectrum from business vision to value realization.
E.   It is a business-centric view of the customer business.

Answer: DE

Explanation:

The customer journey is a business-focused view of how the customer sees their business and what is relevant to them. The customer journey spans the spectrum from business vision to business value realization. Cisco commonly starts its engagement in the business capabilities and solutions phase of the customer journey. Business architecture is the motivation for Cisco Business Architects to begin their engagement in the first phases of the customer journey. An early engagement enables the Cisco Business Architect to gain a more thorough understanding of the business and the customer. The value of being engaged early in the customer journey is that it helps the Cisco Business Architect to bridge the gap between the business needs and the resulting technical solutions and outcomes.

The Cisco Business Architect focuses on the business to instantiate new business capabilities and the opportunity for engagement. Business capabilities consist of people, process, and technology.

Technical capabilities are needed to allow for the transformation and creation of a business capability. Business-led engagements are aligned with business capabilities and solutions instead of focusing on technical products and solutions.
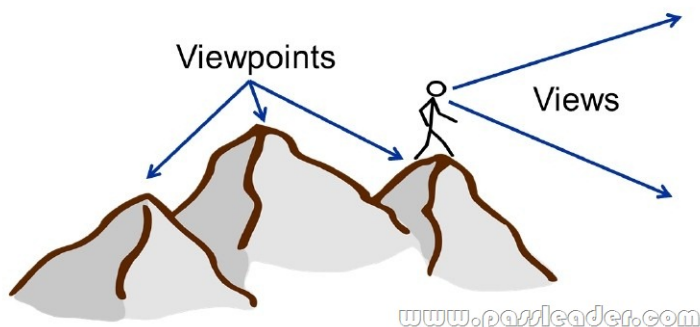
QUESTION 15

Which description of a view is true?

A.   It is generic and can be stored in a library.
B.   It is a representation of a part of the system.
C.   It is a perspective from which a viewpoint is taken.
D.   It is always specific to the domain for which it is created.

Answer: D

Explanation:

Views and Viewpoints:

The Cisco Business Architect will begin to instantiate their understanding of how the customer views and viewpoints relate to their business architecture. The Cisco Business Architect can articulate how the views and viewpoints relate to identifying new business capabilities and future refinements to the business model. It is important to see things from the viewpoints of others along with your viewpoint. The definitions for views and viewpoints are aligned with TOGAF®.

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-- View

1. A view is the representation of a whole system from the respective of a related set of concerns.

2. A view is always specific to the architecture for which it is created.

-- Viewpoint

1. A viewpoint is the perspective from which the view is taken.

2. Viewpoints are generic and can be stored in libraries for reuse.

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