

Cisco

Exam Questions 810-440

Cisco Business Architecture Analyst



NEW QUESTION 1

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. communicational procedures
- C. metrics and calculation procedures
- D. project management milestones

Answer: AC

NEW QUESTION 2

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

- A. It allows effective interaction between stakeholders.
- B. Can help mitigate the intrinsic risks within negotiation.
- C. It allows other strengths to create maximum impact.
- D. Can help lessen the impact of business weakness.

Answer: AD

NEW QUESTION 3

According to Cisco best practice, which option must you understand before you identify business outcome opportunities?

- A. organization chart
- B. decision-making process
- C. current technology plan
- D. customer value proposition

Answer: D

NEW QUESTION 4

What method is recommended for mapping out an organization's current processes and to design future processes?

- A. Drawing a business model diagram
- B. Querying relational databases
- C. Writing detailed descriptions
- D. Drawing hierarchical matrixes

Answer: A

NEW QUESTION 5

What impact on business can cloud technologies provide?

- A. Reducing travel expenses and enhancing productivity
- B. Reducing application's response time to streamline transactions and getting better customer and employee satisfaction
- C. Reducing project risk
- D. Improving green brand awareness

Answer: C

NEW QUESTION 6

Which statement best describes the Cisco sales approach?

- A. Understand the goals of the buyer.
- B. Focus on Cisco technologies already in place.
- C. Focus on fulfilling customer needs and help them generate value through stronger business outcomes.
- D. Pay attention to details that the customer is sharing about their needs.

Answer: C

NEW QUESTION 7

You are working to understand a customer business environment. Which two options are preferred data gathering techniques? (Choose two.)

- A. surveys
- B. interviews
- C. asking competitors
- D. stock analysis reports
- E. social media

Answer: AB

NEW QUESTION 8

Which two options have a positive impact on costs from the direct benefits provided by Cloud services and solutions? (Choose two)

- A. Enabling rapid growth to new markets & geographies
- B. Managing technology obsolescence
- C. Managing technology innovation
- D. Saving OpEx shifting to predicable CapEx

Answer: BD

NEW QUESTION 9

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

- A. Cisco expertise and the ability to have specializations in certain practice areas
- B. a large customer base for which to sell Cisco services
- C. relationships with key Cisco personnel
- D. additional teams to implement solutions in a timely manner

Answer: A

NEW QUESTION 10

Refer to the exhibit.



Which proposal does the exhibit describe?

- A. technology project plan
- B. account plan
- C. technical reference architecture
- D. business roadmap

Answer: D

NEW QUESTION 10

Which activity is performed by the Cisco business architect?

- A. Develop low-level designs.
- B. Determine the required business capabilities.
- C. Create a product build of materials.
- D. Provide product-specific technical support.

Answer: B

NEW QUESTION 13

Which option is the primary goal in business outcome-based selling?

- A. improving agility and the ability to deploy innovative services for end users
- B. developing and enabling new business processes, markets, and customer interactions
- C. taking advantage of new technology to increase business relevance
- D. using next-generation IT to increase service quality and reduce risk, complexity, and costs

Answer: B

NEW QUESTION 14

Which are four considerations to have in mind when communicating the business outcomes story? (Choose four.)

- A. Share your findings about stakeholder analysis with the audience.
- B. Structure the content to the audience, one size does not fit all.
- C. Address key motivators, business drivers, and the value that business outcomes bring to the customer.
- D. Prioritize lines of business, strategic plan and operating issues.
- E. Create the presentation in terms that the audience understands.
- F. Use consistent formats and designs that the audience is familiar with.

Answer: BCEF

NEW QUESTION 18

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 19

Which four aspects are considered by the Business Model Canvas? (Choose four.)

- A. Finances
- B. Business structure
- C. Sales people
- D. Business development teams
- E. Business value proposition
- F. Strategic Analysis

Answer: ABCE

NEW QUESTION 24

Which two elements must you consider when you propose technology solutions? (Choose two.)

- A. cross-functional service offerings
- B. the current and future state of technology of the customer
- C. cloud services
- D. emerging technology platforms
- E. relevance to business outcomes

Answer: BE

NEW QUESTION 27

What is a primary benefit of asking QUESTION NO:s to stakeholders who do not have strong decision authority over project funding, but who do have relevant experience?

- A. It shows them that you are interested in their opinions.
- B. The more data, the better.
- C. It can find requirements or opportunities that are relevant to future discussions.
- D. It shows the decision makers you are taking the initiative to get input from people that they might not have identified for interviews.

Answer: C

NEW QUESTION 28

Within the Cisco Business Architecture, which three factors are considered by organizations when they execute on strategy? (Choose three.)

- A. execution, timeframe, outcome
- B. environment, resources, timeframe
- C. environment, execution, resources
- D. environment, timeframe, vision
- E. execution, strategy, vision

Answer:

B

NEW QUESTION 32

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 33

Why are customer stakeholders important to the business outcome-based sales approach?

- A. Because understanding the concerns, interests, power, and influence of stakeholders enables successful stakeholder engagement.
- B. Because stakeholders consists of partners who are either part of the organization or are external to the organization.
- C. Because stakeholder strategy influence business needs and their involvement in a project to change them.
- D. Because relevant and potential stakeholders exist across customers' and sales professionals' organizational and functional roles.

Answer: D

NEW QUESTION 37

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

NEW QUESTION 40

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 41

Which two options does the sales force need to know to ensure business outcome plan is aligned with stakeholders' needs? (Choose two.)

- A. The stakeholders' agenda about the business goals.
- B. The stakeholders interest in results which you are seeking to drive.
- C. The stakeholders' chain of command.
- D. The stakeholders' degree of influence and power.

Answer: BD

NEW QUESTION 46

Which characteristic of the Cisco Internet of Everything has the most impact on business?

- A. connecting people for measuring the usage trends of services
- B. delivering the services to the right person at the right time
- C. leveraging data into more useful information for decision making
- D. having physical devices and objects connected to the internet

Answer: D

NEW QUESTION 49

Which factor encompasses the standards and cultural behavior that are important to the business?

- A. mission
- B. values
- C. strategy
- D. vision

Answer: B

NEW QUESTION 52

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 54

What is the benefit of using the Business Model Canvas to understand and describe the customer's business?

- A. It is a mandatory tool in every business school.
- B. Business models are the same across industry verticals.
- C. Understanding the customer business model is essential for determining the right business outcomes.
- D. Each organization has multiple business models.

Answer: C

NEW QUESTION 55

Which framework can give the best insight and visual flow into how a customer's functions work together, to go from parts inventory through shipped product?

- A. business model canvas
- B. porters value chain
- C. critical success factor
- D. organization chart

Answer: B

NEW QUESTION 58

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 position technology
- C. to demonstrate the latest product features
- D. to gain an understanding of their business

Answer: D

NEW QUESTION 60

Which domains of the Open Group Architecture Framework® are included in the customer knowledge phase of Cisco Business Architecture?

- A. business architecture, information systems architecture, technology architecture, opportunities solutions
- B. business architecture, architecture vision, technology architecture
- C. preliminary, architecture vision, business architecture
- D. business architecture, information systems architecture, technology architecture

Answer: C

NEW QUESTION 62

Which three options are financial challenges in business outcome-based selling? (Choose three.)

- A. Competing stakeholder goals and expectations.
- B. Difficulty to determine external value.
- C. Financial resources are distributed across functional areas.
- D. Competitive analysis is often incomplete.
- E. IT adoption and implementation may have long business cycles.

Answer: ACE

NEW QUESTION 64

Which statement is true?

- A. Cloud services provide opportunities to reduce the cost of maintaining outdated technology.
- B. Cloud services are required by all companies who want to be competitive.
- C. Cloud services cost more in the long run.
- D. Cloud services take more resources to implement.

Answer: A

NEW QUESTION 66

Which two characteristics of customer relationship management are true? (Choose two.)

- A. building and maintaining rapport with relevant individuals
- B. introducing technology solutions to the customer
- C. increasing customer spend on technology hardware and software
- D. enticing customer with deep discounts and promotions
- E. moving the customer toward positive decisions about investments and initiatives

Answer: AE

NEW QUESTION 68

Which component of a business strategy must be measurable?

- A. environment
- B. vision
- C. goals
- D. mission

Answer: C

NEW QUESTION 69

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: DE

NEW QUESTION 72

Which is a benefit of using the power/influence grid to manage stakeholders?

- A. It helps sales professionals to present solutions in the right business or technical language and context.
- B. It aligns the stakeholder audience's goals with a good business proposition.
- C. It helps move stakeholders from their current to their optimal positions.
- D. It ensures that the sales professional identifies the appropriate key performance indicators for outcomes.

Answer: C

NEW QUESTION 77

Why is it convenient to tie business outcomes and the customer value proposition?

- A. Because it accelerates the time to market of new products and solutions while maintaining a reasonable cost structure.
- B. Because this way you can establish fixed business goals and priorities and facilitate the deployment project management.
- C. To reduce complexity for stakeholders, it is easier for them to describe the benefits and to influence others to gain support.
- D. Because it keeps the value proposition unchanged, it is easier for stakeholders to claim for accountability.

Answer: C

NEW QUESTION 79

Which one of the following solutions enable business outcomes in the financial industry?

- A. Multilayer Switching
- B. Remote Expert
- C. Plant Floor Control Network
- D. Internet of Everything
- E. Medianet

Answer: B

NEW QUESTION 83

Which two descriptions of the customer journey are true? (Choose two.)

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

Answer: BC

NEW QUESTION 86

IP addressing can be assigned in either a static or dynamic method. Which two devices would likely be assigned dynamic IP addresses? (Choose two.)

- A. email server

- B. IP phone network
- C. printer
- D. personal laptop
- E. switch

Answer: BD

NEW QUESTION 87

Which element conveys the relative importance of business initiatives to enable the transition from the current to the target state?

- A. business priority
- B. business solution
- C. business requirement
- D. business outcome
- E. business strategy

Answer: A

NEW QUESTION 92

Which statement is true regarding technical requirements?

- A. They establish the technical features that the customer value proposition must include.
- B. They establish the technical strategy customer needs to follow to double the business size.
- C. They establish what the business needs to do in order to reduce time to market.
- D. They establish the business strategy that the customer must follow to accelerate their go to market.

Answer: A

NEW QUESTION 97

Drag and drop the financial benefits on the left to the direct and indirect spaces on the right.

Reduced CAPEX & OPEX	Indirect
Faster time to market	Indirect
Lower project costs	Indirect
Improved customer satisfaction	Direct
Higher employee morale	Direct
Impact on TCO	Direct

- A. Mastered
- B. Not Mastered

Answer: A

Explanation:



NEW QUESTION 102

Which description of the channel building block in the business model canvas is true?

- A. key activities that support the value proposition
- B. value that the business delivers to its customers
- C. how the business reaches its customers
- D. for whom is the business creating value

Answer: C

NEW QUESTION 105

Which are three characteristics of key performance indicators (KPIs)? (Choose three.)

- A. KPIs are set according to magnitude and urgency
- B. KPIs must be strategic and tactical in nature
- C. KPIs measure progress against goals
- D. KPIs can be financial, managerial, or operational
- E. KPIs define what needs to happen to achieve desired results within a timeframe

Answer: CDE

NEW QUESTION 107

What are the most reliable sources for enablement at Cisco besides playbooks?

- A. Wikipedia & Google
- B. PartnerCentral and Salesconnect
- C. Industry articles & blogs
- D. Research and trends reports

Answer: B

NEW QUESTION 111

Which two options are part of customer relationship management? (Choose two.)

- A. Developing market research.
- B. Moving the customer towards positive decisions about IT investments and initiatives
- C. Classifying customer segments.
- D. Identifying key stakeholders.

Answer: BD

NEW QUESTION 113

When return on investment is expressed in a business outcomes story, which set of factors should be included?

- A. financial benefits, overall business impact, length of time to realize benefits

- B. cost savings v
- C. today, speed to market, time to implement
- D. financial benefits, speed to market, competitor revenue displaced
- E. cost savings, length of time to implement, number of Cisco offerings

Answer: A

NEW QUESTION 114

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 116

What should sales professionals do to ensure that business outcomes support what the customer brings to the market?

- A. Make a list of the CSFs and KPIs of the organization.
- B. Interview the different stakeholders and confirm with them.
- C. Understand the customer's services portfolio.
- D. Understand the customer's value proposition.

Answer: D

NEW QUESTION 121

There are approximately nineteen industry verticals. Which five are relevant to Cisco? (Choose five.)

- A. Connected Learning
- B. Connected Buildings
- C. Connected Public Safety
- D. Health Care
- E. Disaster Management
- F. Connected City
- G. Connected Utilities
- H. Connected Factory

Answer: CDFGH

NEW QUESTION 124

Which option is most likely to improve interactions with customers?

- A. Understand their communication style.
- B. Understand the goals of their team.
- C. Learn their personal interests.
- D. Know the time available to present the solution.

Answer: A

NEW QUESTION 125

Which option is a structured process to understand business landscape and context?

- A. business model canvas
- B. business outcomes canvas
- C. business model outcomes
- D. business canvas approach

Answer: A

NEW QUESTION 126

Which two options provide financial benefits of business outcome-based selling? (Choose two.)

- A. New mindset and new capabilities
- B. Reduced CAPEX and lower project costs.
- C. Increased accountability and a better understanding of resource use.
- D. Process efficiencies and faster time to market for new solutions.

Answer: BC

NEW QUESTION 131

When you seek customer support for an action, which framework can be used to plan influential communication?

- A. stakeholder analysis matrix
- B. seven elements
- C. principled negotiation
- D. business model canvas

Answer: B

NEW QUESTION 133

How does understanding the customer's business model holistically address the customer's business challenge?

- A. Segmented solutions designed for their specific outcomes makes it easier for them to be more relevant to their company's business challenges.
- 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. 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.
- D. 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.

Answer: C

NEW QUESTION 136

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 141

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: A

NEW QUESTION 142

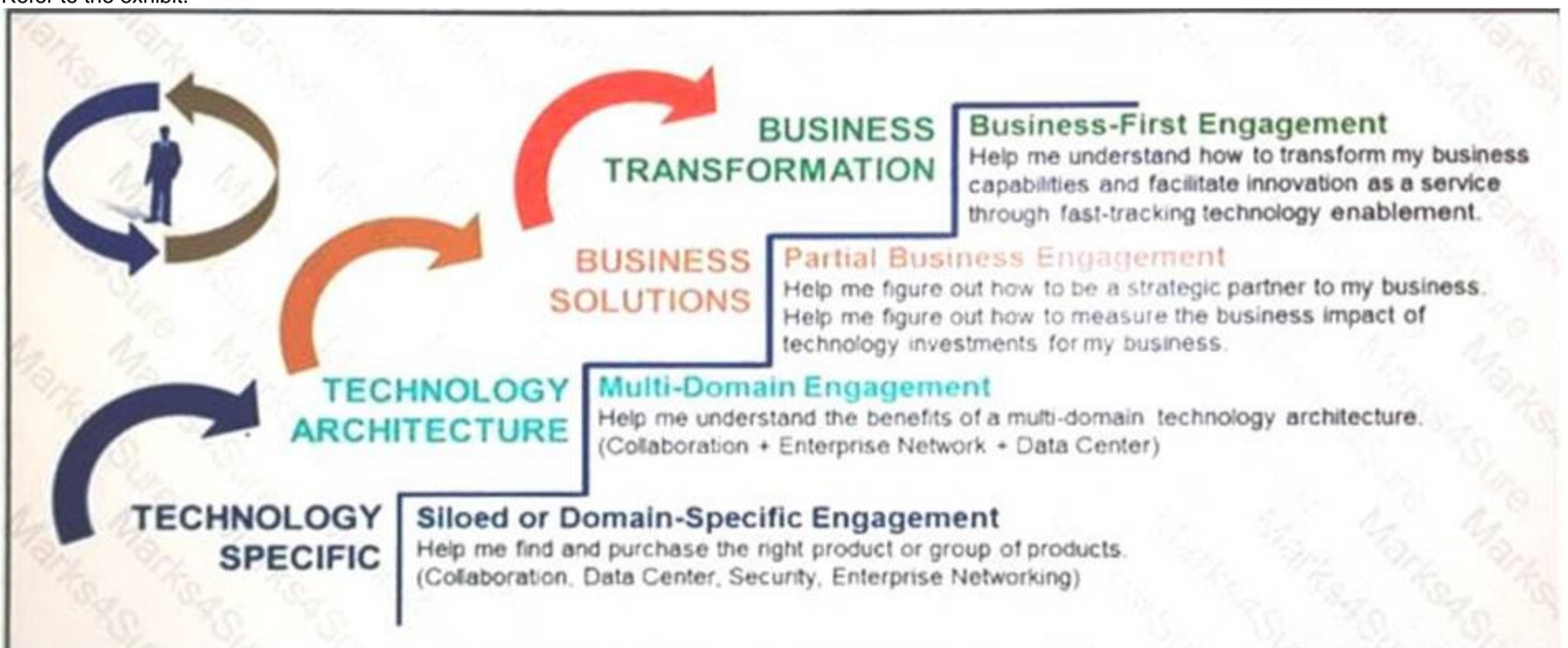
What impact on business can cloud technologies provide?

- A. Reducing travel expenses and enhancing productivity
- B. Reducing application's response time to streamline transactions and getting better customer and employee satisfaction
- C. Reducing project risk
- D. Improving green brand awareness

Answer: C

NEW QUESTION 145

Refer to the exhibit.



Which level does the exhibit describe?

- A. Business Architecture maturity level

- B. Technology Architecture maturity level
- C. customer journey
- D. solution selling stages and maturity level

Answer: A

NEW QUESTION 150

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. Cisco product business unit
- B. technical solutions architect
- C. systems engineer
- D. business architect

Answer: D

NEW QUESTION 151

Which are two reasons customers look for Cisco and its partners' solutions and services? (Choose two.)

- A. To explore how technology innovation yields new revenue and lowers costs
- B. To help make a retailer aware of a restocking need while more quickly relying on human interaction
- C. To help business more effectively deploy, absorb, and adopt technologies
- D. To enable customers to complete marketing research as part of their investment funds
- E. To help business reduce the total cost of ownership for IT

Answer: AC

NEW QUESTION 153

Drag the two strongest factors to improve business outcomes for a retail industry customer from the left to the right.

Business Factors

Lower operating costs	Business Factor
Change on software contract terms	Business Factor
Higher customer satisfaction and larger order value	
Larger vendor penalties for repeated miss of service level commitments	

- A. Mastered
- B. Not Mastered

Answer: A

Explanation:

Business Factors

Lower operating costs	Lower operating costs
Change on software contract terms	Higher customer satisfaction and larger order value
Higher customer satisfaction and larger order value	
Larger vendor penalties for repeated miss of service level commitments	

NEW QUESTION 158

Which protocol ensures accurate local-time synchronization within a network that consists of routers, switches, and other devices?

- A. NTP
- B. RTP
- C. STP
- D. TDF

Answer: A

NEW QUESTION 161

Which three options are perspectives of the customer needs? (Choose three.)

- A. Functional Area Management
- B. Finding Investors
- C. Technical Professionals
- D. Executive Management
- E. Strategic Executives
- F. Operative Professionals

Answer: ACD

NEW QUESTION 166

Which two options are major tensions that business performance measurement could help balance? (Choose two.)

- A. Responsive / non-responsive.
- B. Different performance expectations.
- C. Profit, growth and control.
- D. Critical / non-critical.
- E. Monitor and control.

Answer: BC

NEW QUESTION 168

Drag and drop the financial benefits on the left to the direct and indirect spaces on the right.

Faster time to market	indirect
Reduced project management	indirect
Reduced CAPEX & OPEX	indirect
Imoroved customer satisfaction	direct
Higher employee morale	direct
Impact on TCO	direct

- A. Mastered
- B. Not Mastered

Answer: A

Explanation:



NEW QUESTION 169

Which option must you know when you plan to negotiate or reach agreement?

- A. underlying interests of the stakeholders
- B. timing for decision on purchases
- C. the customer budget
- D. Cisco offerings

Answer: A

NEW QUESTION 174

Which two skill pillars are part of Cisco Business Architecture? (Choose two.)

- A. business engagement
- B. stakeholder architecture
- C. enterprise architecture
- D. digitalization
- E. business acumen

Answer: CE

NEW QUESTION 175

Who is responsible for leading a business architecture engagement with the customer?

- A. account team (account manager, engineer)
- B. business architect
- C. services team
- D. technology specialists
- E. sales leadership

Answer: B

NEW QUESTION 176

Which two factors must you know about stakeholders to identify where they fall in a power grid? (Choose two.)

- A. role in company
- B. purchasing power
- C. degree of interest
- D. size of budget
- E. degree of influence

Answer: CE

NEW QUESTION 178

Which tool is leveraged by Cisco business architect for describing, visualizing, assessing, and changing business models?

- A. business model canvas
- B. business model agenda

- C. business model visualization
- D. business model framework

Answer: A

NEW QUESTION 180

According to research, what is the leading reason that technology projects fail?

- A. poor stakeholder identification and management
- B. lack of budget
- C. too many stakeholders
- D. lack of a business model canvas

Answer: A

NEW QUESTION 185

Which two values are provided from delivering a business roadmap? (Choose two.)

- A. It provides insights on technology trends that are relevant to customer business.
- B. It enables the business to transform from its current business state to its target business state.
- C. It reduces product failures and downtime that impact customer business.
- D. It aligns business priorities, business capabilities, business solutions, and business outcomes.
- E. It provides product roadmap to meet business and customer needs.

Answer: BE

NEW QUESTION 190

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 194

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 immediate.
- C. Revenue from this model is realized over a longer period of time.
- D. Revenue from this model is three times bigger than in the traditional product selling.

Answer: C

NEW QUESTION 195

Which two dimensions are used in the stakeholder power grid? (Choose two.)

- A. Influence/Authority
- B. Power/Influence
- C. Interest/Empathy
- D. Interest/Support
- E. Consensus/Support

Answer: BD

NEW QUESTION 196

Which two functions of the technology specialists in a Cisco Business Architecture engagement are true? (Choose two.)

- A. Own the customer relationship.
- B. Focus on specific technical solutions.
- C. Define business capabilities.
- D. Support the engagement that is led by the business architect.
- E. Identify customer business priorities.

Answer: BD

NEW QUESTION 199

Which two are true of closed QUESTION NO:s? (Choose two.)

- A. Closed QUESTION NO:s are used to retrieve facts.
- B. Respondents can answer closed QUESTION NO:s more quickly because they seek a limited amount of detail.
- C. Closed QUESTION NO:s are used to retrieve opinions.

- D. Closed QUESTION NO:s are used to make decisions based on the data in a report.
- E. Closed QUESTION NO:s are excellent for workshops where you need people to come to a consensus about a design decision.

Answer: AB

NEW QUESTION 201

When shifting to business outcomes, which two of these relevant considerations and premises must be taken into account? (Choose two.)

- A. Customers want to benefit from new, more flexible consumption models.
- B. Technology is acquiring more importance.
- C. Businesses prefer time-to-market acceleration regardless the costs of their IT solutions.
- D. Business transformation dictates that CEOs and their teams become key partners.
- E. Customers want solutions that address specific outcomes.

Answer: AE

NEW QUESTION 203

Which options are two benefits of understanding the customer's business model? (Choose two.)

- A. Understanding the customer's business model changes the way you interact with your customer.
- B. Understanding the customer's business model provides control and assessment of project challenges.
- C. Understanding the customer's business model helps track progress through outcomes.
- D. Understanding the customer's business model is used to address the sales force mindset.

Answer: AC

NEW QUESTION 206

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

- A. To ensure that the model being considered is the best fit for the required number of users.
- B. To determine what model allows for greater discounts.
- C. To consider the ability of the organization for adapting to the new consumption model
- D. To determine what models will provide the greatest financial benefits and business outcomes

Answer: D

NEW QUESTION 211

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

- A. revenue streams
- B. cost structure
- C. customer segments
- D. customer channels

Answer: B

NEW QUESTION 214

Which option is one of the ways customers expect to gain access to a capability while paying for it?

- A. improve operations
- B. encourage consumption
- C. acquire technology
- D. access new cloud services

Answer: B

NEW QUESTION 217

Which target audience category typically provides the resources for an effort?

- A. secondary audience
- B. key decision makers
- C. watchdogs
- D. project sponsors
- E. gatekeepers

Answer: D

NEW QUESTION 220

Which value of enterprise architecture is true?

- A. They describe the arrangement of products to deliver a business outcome.
- B. They describe how business outcomes are defined.
- C. They provide an overall view of a given problem.
- D. They outline how business priorities are reached.

Answer: C

NEW QUESTION 224

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