

Engineering leadership, Sales Leadership, or Services. System Engineering Leadership requires awareness, understanding of the maturity levels, engagement type, and the ability to support the roles throughout the business-led approach.

QUESTION 47 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 the customer financial maturity for investment.
C. It is used to determine customer readiness for engagement.
D. It is used to determine Cisco readiness against the competition.
Answer: C
Explanation: Maturity Levels: The Business and Cisco In the context of Cisco Business Architecture, there are four business maturity levels that determine the level of engagement between Cisco, the Cisco Business Architect, and the customer. The four maturity levels are Technology Specific, Technology Architecture, Business Solutions, and Business Transformation. Businesses have different maturity levels and each maturity level has a specific type of engagement. Some companies are focused on buying products, while some are in transition, or others are operating with a business-first approach. Therefore, it is important to understand the maturity of the customer as it pertains to a business-led mentality. Maturity levels are used to determine where a customer is in the business-led approach. Maturity levels are used to determine the maturity of both the customer and Cisco teams. The maturity levels help gauge if, when, and how to engage with a business-led approach. They also help to determine if Cisco should continue with the traditional technology-led approach. Maturity levels determine how the customers see Cisco in this context and if the customer and Cisco are aligned. Understanding the maturity level helps to determine the required resources, support, and the maturity level of the relationship between Cisco and the customer. Maturity levels help to determine the degree of Cisco relevancy for providing the appropriate level of support for the customer. Maturity levels also help to determine if Cisco should be engaged. Cisco Business Architects operate at the Business Solutions and Business Transformation maturity levels. However, an effective business-led approach should drive business transformation at the Business Transformation maturity level. Account System Engineers typically operate in the levels of Technology Specific and Technology Architecture maturity levels. Specialists typically operate at the Technology Specific maturity level.

QUESTION 48 Refer to the exhibit. Which options does the exhibit describe?
A. Technology project plan
B. Account plan
C. Business roadmap
D. Technical reference architecture
Answer: C
Explanation: Business Roadmap The value of a business architecture approach is the creation of a business roadmap. The business roadmap establishes the plan that enables the business to transform from its current business state to its target business state. Throughout the business-led engagement, the Cisco Business Architect works with the customer to align business priorities with business outcomes. This alignment is done by defining the business capabilities and business solutions. The business roadmap aligns business priorities and solutions to deliver business capabilities. An implementation timeline is established that is based on the importance of the priority and the business outcomes. Each business solution is categorized as a foundation, enabling, or impacting solution:
? Foundation: Solutions needed to provide a reliable foundation upon which to build business applications and services
? Enabling: Solutions that support business priorities or higher-level solutions
? Impacting: Highest impact to the business priorities that are potentially transformational or absolutely essential for the business
The four priorities in the roadmap are customer experience, revenue generation, digital banking, and customer data sovereignty. The priorities have defined business solutions.
? Customer Experience
1. Cross Sales and Service Channels
2. Business and IT Agility
? Revenue Generation
1. Integrated Product Marketing and Fulfillment
2. Seamless and automated Business Processes
? Digital Banking
1. Digitized business processes impacting customer-facing business functions
2. Improved Cybersecurity policies for employees and customers
? Customer Data Sovereignty
1. Deliver the audit trail for advisory interactions
2. Leveraging technology as a service to lower the upfront capital cost
A practicing Cisco Business Architect has the skills and capabilities to develop a business roadmap that drives business transformation.

QUESTION 49 Which two benefits of using a Cisco Business Architecture methodology are true?
A. It determines the low-level design for network infrastructure.
B. It provides project management of a complex technology deployment
C. It enhances the way Cisco does business with its customers
D. It supports the client IT department to define the technology architecture.
E. It drives larger and more profitable results for customers, Cisco and partners.
Answer: CE

QUESTION 50 Which value does Cisco Business Architecture provide to the account team?
A. Cross-selling and up-selling opportunities.
B. Increased deferred revenue pipeline.
C. Hands-off approach to customer engagement.
D. Technology-focused discussions with customer.
Answer: A
Explanation: What is in it for the business that the Business Architect is associated with?
? Preferred partner and vendor status
? Longer-term customer engagement and relationship
? Competitive advantage
? Cross-selling and upselling opportunities

QUESTION 51 Which options is the goal of the Cisco Business Architecture?
A. To create influencer value
B. To create business value
C. To create technical value
D. To create directive value
Answer: B!!!RECOMMEND!!!

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