Vendor: Cisco

Exam Code: 840-450

Exam Name: Mastering The Cisco Business Architecture Discipline (DTBAD)

Version: DEMO

QUESTION 1
Which tool evaluates the ability of the business to execute on solutions?

A.   customer journey map
B.   business motivation model
C.   business roadmap
D.   internal and external influencers chart

Answer: A

QUESTION 2
The business proposal addresses business impact in several ways. Which benefit can be used in a business proposal?

A.   new customer segments
B.   risk free productivity
C.   lower spending trend
D.   technology upgrades

Answer: A

QUESTION 3
Which tool best describes how a business generates revenue and delivers value to its customers?

A.   business model canvas
B.   sales and marketing plan
C.   balanced scorecard
D.   business motivation model

Answer: A
Explanation:
https://www.denis-oakley.com/create-great-business-model-canvas/revenue-in-the-businessmodel- canvas/

QUESTION 4
The value proposition canvas is relevant to which two building blocks of the business model canvas?

A.   value proposition and customer value
B.   value proposition and revenue streams
C.   value proposition and customer segments
D.   value proposition and customer relationships

Answer: C
Explanation:
https://strategyzer.uservoice.com/knowledgebase/articles/1194370-how-do-i-use-the-valuepropositions-building-block

QUESTION 5
What do maturity levels help you to determine?

A. how much consideration to give to a stakeholder
B. only the level of customer maturity
C. if, when, and how to engage with a business-led approach
D. only the level of team maturity

Answer: C

QUESTION 6
Which tool do you determine priorities and sequencing for the business roadmap when you want to implement new capabilities and solutions?

A. business strategy value map
B. customer readiness index matrix
C. ability to execute matrix
D. business solution impact index

Answer: D

QUESTION 7
Which tool do you use to establish a process for communication planning?

A. Value Proposition Canvas
B. Seven Elements Framework
C. Business System Model
D. Business Proposal

Answer: B

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