

## Cisco Specialist Certification 840-450 DTBAD Exam



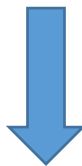
➤ **Vendor: Cisco**

➤ **Exam Code: 840-450**

➤ **Exam Name: Mastering The Cisco**

**Business Architecture Discipline (DTBAD)**

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<https://www.passleader.com/840-450.html>

NEW QUESTION 1

Which two business model canvas building blocks are relevant to the VPC? (Choose two.)

- A. cost structure
- B. value proposition
- C. resources
- D. customer segment
- E. revenue streams

Answer: AC

NEW QUESTION 2

What does "A" stand for in the RACI matrix?

- A. accountable
- B. appropriate
- C. actionable
- D. achievable

Answer: A

Explanation:

RACI is an acronym derived from the four key responsibilities most typically used: Responsible, Accountable, Consulted, and Informed.

[https://en.wikipedia.org/wiki/Responsibility\\_assignment\\_matrix](https://en.wikipedia.org/wiki/Responsibility_assignment_matrix)

NEW QUESTION 3

Which two business activities in Porter's business value chain are primary activities instead of support activities? (Choose two.)

- A. human resource management
- B. inbound logistics
- C. technological development
- D. marketing and sales
- E. firm infrastructure

Answer: BD

Explanation:

[https://www.mindtools.com/pages/article/newSTR\\_66.htm](https://www.mindtools.com/pages/article/newSTR_66.htm)

NEW QUESTION 4

Which two steps are part of the Seven Elements Framework? (Choose two.)

- A. know personal history
- B. relationship
- C. compromise
- D. detailed talk track
- E. options

Answer: BE

Explanation:

<https://www.pon.harvard.edu/tag/seven-elements/>

NEW QUESTION 5

With regard to customer journey mapping, which factor has the greatest impact on how a customer feels about an organization?

- A. moments of truth
- B. low price guarantee
- C. best customer service
- D. ease of doing business

Answer: C

NEW QUESTION 6

When you write a business proposal, which two types of information must you consider? (Choose two.)

- A. a business motivation model
- B. the Seven Elements Framework
- C. direct and indirect benefits
- D. risk identification and risk management
- E. a business model canvas

Answer: CD

NEW 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

NEW QUESTION 8

Which aspect of a business do KPI measure?

- A. regulatory compliance
- B. the key priorities of an organization
- C. the quality of how an organization performs
- D. progress against tactical goals

Answer: D

NEW QUESTION 9

What is an outcome of opportunity validation?

- A. the value proposition
- B. the cost structure
- C. the appropriate personnel to involve
- D. customer knowledge of the business

Answer: C

NEW QUESTION 10

Which tool focuses on enabling customers to spend the least amount of time to reach their goal?

- A. lean consumption model
- B. lean service management

- C. culture map
- D. customer journey map

Answer: D

NEW QUESTION 11

What are two the two best times to create a capability gap analysis? (Choose two.)

- A. during the Research and Analyze phase of business focus
- B. during the Develop and verify phase of business focus
- C. during the Design phase of technical focus
- D. during the Discover phase of technical focus
- E. after you complete the BMC

Answer: BE

NEW QUESTION 12

Which definition of gross profit is true?

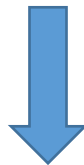
- A. financial consequences of investments and actions
- B. capital and operating expenditures
- C. income that remains after considering the cost of goods sold
- D. administration and sales expenses necessary to run day-to-day operations

Answer: C

NEW QUESTION 13

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