

## DTBAA

# Adopting The Cisco Business Architecture Approach

8 horas

Cisco Business

Cisco

Cisco Continuing Education Credits

8 CE Credits

## INTRODUÇÃO

Adopting The Cisco Business Architecture Approach (DTBAA) version 1.0 Cisco®

Training on Demand course provides you with a broad survey of the concepts related to, and expected for, the business component of the Cisco Business Architect role. It also establishes the foundation for you to become a practicing Cisco Business

Architect by learning about a wide range of topics that can assist you in your day-to-day job role and interaction with customers. You also gain an understanding of business architecture and acquire skills and capabilities to transition from a technology-centric engagement to a business-led engagement.

The course will equip you to translate the needs of a business in order to associate business solution components with specific business capabilities composed of people, processes, and technology. In addition, you're able to articulate how technology investments allow customers to achieve their required business capabilities.

You learn how to determine and identify the current state of customer business capabilities (where their organization is today) by using an iterative process that maps the current state capabilities to the target state business capabilities (where their organization needs to be). Finally, you learn to define an appropriate course of action (business roadmap) to achieve the required results to realize value from the stated business outcomes.

## OBJETIVO DO CURSO

Upon completion of this course, you should be able to:

Describe the key roles associated with Cisco business architecture

Identify and describe the roles, responsibilities and typical activities of a Cisco Business Architect

Describe the value of a Cisco Business Architect to customers and the account team

Identify and define key concepts in business priority, business outcomes, and business strategy

List the principal enterprise architecture frameworks

## PÚBLICO-ALVO

The primary audience for this course is account managers, systems engineers, and individuals with technical career certifications who are interested in the concept of enterprise architecture and how it relates to the sales, positioning, and deployment of technology solutions, and those preparing for the 810-440 DTBAA exam.

## PRÉ-REQUISITOS

---

The knowledge and skills necessary before attending this course are:

Some familiarity with the IT and general technology sales process

A deep understanding of at least one of the technology tracks (Routing and Switching, Collaboration, Wireless, etc.)

## CONTEÚDO PROGRAMÁTICO

---

Section 1: Course Overview

Section 2: Business Architecture Journey

Section 3: Understanding the Business Environment

Section 4: Enterprise Architectures, Frameworks, and Standards

Section 5: Establishing Credibility and Rapport

Section 6: Financial Acumen

Section 7: Next Steps in Business Architecture