

Applying and Mastering Cisco Business Architecture Discipline (DTBAS-DTBAD)

ID DTBAS-DTBAD Preis 3.790,- € (exkl. MwSt.) Dauer 5 Tage

Kursüberblick

This course comprises the content of the courses [Applying Cisco Business Architecture Discipline \(DTBAS\)](#) and [Mastering The Cisco Business Architecture Discipline \(DTBAD\)](#).

Zielgruppe

SE, CSE, CSA, Business Architect, Enterprise Architect, Cisco Business Architect

Voraussetzungen

It is recommended, but not required, to have the following skills and knowledge before attending this course:

- Familiarity with Enterprise Architecture
- Consulting skills
- Basic understanding of business accounting and metrics

Kursziele

It is recommended, but not required, to have the following skills and knowledge before attending this course:

- Strong Cisco technology background with both depth and breadth
- Experience with and understanding of Cisco business capabilities and solutions
- Considered an expert in at least two Cisco technology domains
- A technical foundation to allow for understanding and consuming new and emerging technologies
- Strong problem solving skills and a desire to

- apply them to business challenges
- Soft skills for consulting and customer engagement
- Financial aptitude for understanding and deriving financial value for the business
- Motivated to adopt the business architecture model and stay focused on the business
- Evaluate customer maturity for a Business Architecture engagement
- Construct a current state business model using the Business Model Canvas
- Evaluate a capability maturity model
- Construct a current state customer journey map
- Construct a business roadmap for implementing new capabilities and solutions
- Proficiency in advanced tools and techniques

Kursinhalt

As businesses undertake a digital transformation, working towards a journey to deliver on the promises of the digital business roadmap, it is incumbent upon the technology partners to suitably deliver value above and beyond the technology components. The Cisco Business Outcomes sales approach is now evolving into a Business Architecture lead process, expanding the scope, and increasing the role of the Cisco Business Architect in the process.

Applying Cisco Business Architecture Discipline is a 3 day ILT, which covers in depth principal concepts and tools that are central to the Business Lead sales process. Built upon the four pillars of the Enterprise Architecture framework, this course develops and builds skills around understanding the business model of the customer, the current state analysis, and a roadmap to a desired outcome on

the business transformation roadmap.

Managing the Cisco Business Architecture Discipline is a 3 day ILT, that builds upon the skills, methodologies, and frameworks from the Cisco Business Architecture Specialist program. Heavily weighted to practical application of the Business Led consultative sales processes, the student will gain valuable, practical experience in the tools of the Business Architect.

Exam Description - 820-445 DTBAS

This exam tests a candidate's knowledge of the skills and competencies to effectively lead a team through a Business lead engagement leveraging business architecture methodologies to deliver business outcomes.

- Motivating Change
- Customer Knowledge
- Mapping business priorities to outcomes and solutions
- Business Roadmaps

Detaillierter Kursinhalt

Cisco Business Architecture Specialist

- Motivating change and behavior for engagement
- Understanding the business
- Preparing to Engage with the customer
- Identifying business possibilities, opportunities and needs
- Defining business capabilities, solutions and outcomes
- Delivering the message to the business
- Executing on the plan
- Course review and next steps

Mastering the Cisco Business Architecture Discipline

- Practicing the role of business architect
- Defining the current state business model
- Engaging with business leaders and stakeholders
- Identifying business possibilities and

opportunities

- Defining business capabilities and business solutions
- Creating the business proposal
- Business architecture realization
- Building a business architecture practice
- Next steps

HES Case Study

- Account and brief background
- Customer meeting information
- Corporate investor presentation
- Strategic IT roadmap