

Cisco® Mastering The Cisco Business Architecture Discipline (DTBAD)

Overview

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.

Prerequisite Comments

The knowledge and skills that you should have before attending this course are as follows:

Demonstrated Consulting skills
Solid knowledge of business metrics and financial accounting terminology
Knowledge of Enterprise Architecture Frameworks

Target Audience

The primary audience for this course is as follows:

CSE
CSA
Business Architect
Enterprise Architect
Cisco Business Architect

Course Objectives

Please refer to overview

Course Outline

[Register Online](#)

Schedule

Class Length: 2 Days

G2R = "Guaranteed to Run" | OLL = "Online LIVE"
ILT = "Instructor-Led-Training"

This course is not currently available on the public schedule. Please contact us using the information in the footer below to inquire about future dates or to schedule a private class.

1 - 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

2 - HES Case Study

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