
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

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
