



# Mastering The Cisco Business Architecture Discipline

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<b>Code:</b>	CBAD-M
<b>Length:</b>	3 days
<b>URL:</b>	<a href="#">View Online</a>

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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. 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.

## Skills Gained

- 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

## Who Can Benefit

- CSE, CSA, Business Architect, Enterprise Architect, Cisco Business Architect

## Prerequisites

- Adopting The Cisco Business Architecture Approach (DTBAA)
- Applying Cisco Business Architecture Discipline (DTBAS)
- Demonstrated Consulting skills
- Solid knowledge of business metrics and financial accounting terminology
- Knowledge of Enterprise Architecture Frameworks
- Certification Exam: 840-450

# Course Details

## Outline: Mastering The Cisco Business Architecture Discipline (DTBAD)

### Module 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

### Module 2: HES Case Study

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