APPLYING CISCO BUSINESS ARCHITECTURE TECHNIQUES (DTBAS)

1.1

Course Code: 6594

The new Cisco Business Architecture Specialist will be replacing the existing Cisco Applying Cisco Specialized Business Value Analysis Skills.

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Learn more

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. This journey from the Cisco side began in 2013 with the launch of the business outcomes sales approach, and is now evolving into a Business Architecture lead process, expanding the scope, and increasing the role of the Cisco Business Architect in the process.

What You’ll Learn

Applying the Cisco Business Architecture Techniques is a 3 day ILT that 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.

Who Needs to Attend

SE, CSE, CSA, Business Architect, Enterprise Architect
Prerequisites

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
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VIRTUAL CLASSROOM LIVE   $2,595 USD   3 days

Virtual Classroom Live Outline

Module 1: Applying the Cisco Business Architecture Techniques
  • Lesson 1: Motivating Change and Behavior for Engagement
  • Lesson 2: Understanding the Business
  • Lesson 3: Preparing to Engage with the Customer
  • Lesson 4: Identifying Business Possibilities, Opportunities, and Needs
  • Lesson 5: Defining Business Capabilities, Solutions, and Outcomes
  • Lesson 6: Delivering the Message to the Business
  • Lesson 7: Executing on the Plan
  • Lesson 8: Course Review and Next Steps

Module 2: HES Case Study
  • Lesson 1: Account Brief and Background
  • Lesson 2: Customer Meeting Information
  • Lesson 3: Corporate Investor Presentation
  • Lesson 4: Strategic IT Roadmap

Aug 26 - 28, 2019 | 11:30 AM - 7:30 PM EST
Sep 16 - 18, 2019 | 8:30 AM - 4:30 PM EST

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