

# Executing Cisco Advanced Business Value Analysis and Design Techniques v1.0

**BTEABVD**



**Delivery Type:** Classroom

**Duration:** 5 days

## Overview

In this training program, for the Cisco Value Practitioner role you will evolve your skills further in the Architecture Lifecycle, but also use your knowledge to ensure that the other members of your account team are familiar with operating in an architectural style and can support your clients accordingly. You will also workshop your current internal and client engagements to examine the challenges.

Some of the key topics covered in this program include: Understanding the suite of tools and techniques used to deliver an architecture consulting approach in your customer engagement. Demonstrating the use of advanced architecture tools and techniques. Understanding current state of architectural engagement both internally and externally. Identifying common issues faced by Business Architects. Selecting and sequencing appropriate collateral and techniques in support of successful internal and external engagements.

## Pre-Requisites

**Attendees should meet the following prerequisites:**

- ✓ Have passed or have knowledge equivalent to that required for the following exams.
- ✓ 820-421-Applying Cisco Specialized Business Value Analysis Skills(BTASBVA)
- ✓ 646-206 - Cisco Sales Essentials (CSE)
- ✓ 650-377 - Advanced Borderless Network for Account Managers OR 640 -367- Advanced Collaboration Architecture Sales Specialist OR 646-985 Data Center Networking Solution Sales

## Target Audience

Cisco and Cisco Channel Partner Sales individuals looking to improve their ability to sell Cisco Solutions by understanding the Business requirements of customers undergoing IT transformation..

## Certification

**Recommended preparation for exam(s):**

840-423-Executing Cisco Advanced Business Value Analysis and Design Techniques Exam

Delegates looking to achieve the Business Value Practitioner Certification must already be Business Value Specialist Certified. ( Requires taking 810-420 and 820-421 Exams)

## **Objectives**

**After completing this program, you will be able to:**

- ✓ Understand the most useful tools and techniques and when to use them
- ✓ Evaluate and utilize new and advanced tools and techniques
- ✓ Demonstrate your knowledge of the architectural approach to Business Transformation
- ✓ Identify how to effectively coordinate your internal resources/stakeholders
- ✓ Manage your account team in the Architecture Consulting Lifecycle
- ✓ Recognise characteristics of customer engagement
- ✓ Identify root causes of current challenges and create a plan to address gaps