# Adopting The Cisco Business Architecture Approach (DTBAA)

**COURSE OVERVIEW:**
This course provides a broad survey of the concepts related to and expected for the business component of the Cisco Business Architect role.

Intended as a broad introduction, the program will sample a wide range of topics that prepares an individual to participate in a Cisco Business Architecture lead process, or to begin the journey to the role of Cisco Business Architect.

**WHO WILL BENEFIT FROM THIS COURSE?**
- Account managers, systems engineers, and individuals with technical career certifications who are interested in the concept of Enterprise Architecture and how it relates to the sales, positioning, and deployment of technology solutions.
- Channel Partner systems engineers and account managers who are assigned to fulfill requirements around the specializations and need to have the associate-level certification for the Cisco Business Architecture program.

**PREREQUISITES:**
It is recommended, but not required, that students have the following knowledge and skills:
- Some familiarity with the IT and general technology sales process.
- A deep understanding of at least one of the technology tracks (e.g., Routing and Switching, Collaboration, Wireless, etc.). More than one is very helpful.

**COURSE OBJECTIVES:**
Upon completing this course, students will be able to:
- Describe the key roles associated with Cisco Business Architecture
- Identify and describe the role, responsibilities, and typical activities of a Cisco Business Architect
- Describe the value of Cisco Business Architect to customers and the account team
- Identify and define key concepts of business priority, business outcomes, and business strategy
- List the principal Enterprise Architecture frameworks

**COURSE OUTLINE:**
**Module 1:  Adopting the Cisco Business Architecture Approach**
- Lesson 1:  Course Overview
- Lesson 2:  Business Architecture Journey
- Lesson 3:  Understanding the Business Environment
- Lesson 4:  Enterprise Architectures, Frameworks, and Standards
- Lesson 5:  Understanding the Customer Audience
- Lesson 6:  Financial Acument
- Lesson 7:  Next Steps in Business Architecture

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Sunset Learning Institute (SLI) has been an innovative leader in developing and delivering authorized technical training since 1996. Our goal is to help our customers optimize their cloud technology investments by providing convenient, high quality technical training that our customers can rely on. We empower students to master their desired technologies for their unique environments.

What sets SLI apart is not only our immense selection of trainings options, but our convenient and consistent delivery system. No matter how complex your environment is or where you are located, SLI is sure to have a training solution that you can count on!

**Premiere World Class Instruction Team**
- All SLI instructors have a four-year technical degree, instructor level certifications and field consulting work experience.
- Sunset Learning has won numerous Instructor Excellence and Instructor Quality Distinction awards since 2012

**Enhanced Learning Experience**
- The goal of our instructors during class is ensure students understand the material, guide them through our labs and encourage questions and interactive discussions.

**Convenient and Reliable Training Experience**
- You have the option to attend classes at any of our established training facilities or from the convenience of your home or office with the use of our HD-ILT network (High Definition Instructor Led Training)
- All Sunset Learning Institute classes are guaranteed to run – you can count on us to deliver the training you need when you need it!

**Outstanding Customer Service**
- Dedicated account manager to suggest the optimal learning path for you and your team
- Enthusiastic Student Services team available to answer any questions and ensure a quality training experience