

Cisco

Exam 820-422

Performing Business-Focused Transformative Architecture Engagements

Version: 6.0

[Total Questions: 67]

Question No : 1

Which is an internal record and something you should review prior to a Transformative Networking engagement?

- A. Article on the customer's new CIO,published on an IT web site
- B. Research on trends for IT budgets in your customer's industry
- C. Customer presentation from a cloud computing conference
- D. Your company's product proposals and customer decisions from the past year

Answer: D

Question No : 2

In preparing for a Transformative Networking engagement with a healthcare corporation,which would be a good company-provided source of information?

- A. Notes from your discussion with a previous Cisco account manager
- B. A rating of the bank's loan portfolio risk,published in a local business newspaper
- C. The customer's web site,including a page titled: "Regulatory compliance efforts"
- D. Status reports from your latest major services effort delivered to the customer

Answer: C

Question No : 3

What does Transformative Networking enable customers to do?

- A. Execute a complete network lifecycle management process
- B. Identify hardware that is obsolete and no longer supported within current contracts
- C. Align technology architecture to their business architecture
- D. Prepare a detailed plan to integrate an acquisition's sales application with the company's current system

Answer: C

Question No : 4

Which is the reason to defer start of an architecture engagement with a retail industry customer?

- A. You do not know this year's budget for network upgrades
- B. A start-up which sells sensors for supply chain processes is rumored to be on Cisco's acquisition list. You are unsure whether this is true
- C. The company at risk for regulatory fines, due to a security breach one of their alliance partners
- D. A new CIO has been announced, and will start in 2 months. You have access to other IT senior staff in two weeks

Answer: D

Question No : 5

What is the preferred way to gain insight into the current cash position and financial condition of a privately-owned customer?

- A. Research their results by looking for details about their stock price
- B. Search for interviews with company leaders, or articles on the industry, published within the past six months
- C. Run a credit check
- D. Secure a copy of last year's annual report

Answer: B

Question No : 6

What does focusing on Cisco Architectural Plays allow you to do?

- A. Explain how your solutions include the latest available technologies
- B. More easily talk about detailed product features
- C. Propose products and services that give the most relief of quota
- D. Describe solutions which link to customer's needs for business value

Answer: D

Question No : 7

In a Cisco Unified Communications Manager 8.0 cluster, how is database replication accomplished for run-time data?

- A. Replication is through a master database from publisher to all active subscribers.
- B. Replication is a mesh from subscriber to subscriber and subscriber to publisher.
- C. Replication is a hybrid using both a hierarchical and mesh process.
- D. Replication is a push from subscriber to publisher.

Answer: B

Question No : 8

When should you quote a price for a maintenance contract?

- A. When presenting the workshop deliverable
- B. You should not be mention this within scope of the TN engagement
- C. When presenting findings from the Discovery phase
- D. Early in the engagement, but only with CxO level clients

Answer: B

Question No : 9

In the Transformative Networking workshop, when is it appropriate to use a PowerPoint presentation?

- A. During the initial meeting with a senior executive
- B. During the overview of market trends and Cisco architectures
- C. To support demonstration of the latest video technology
- D. To facilitate an interactive discussion with a small group

Answer: B

Question No : 10

Transformative Networking provides Cisco with the opportunity to do what?