Cisco

Exam 840-425

Executing Cisco Advanced Business Value Analysis and Design Techniques

Version: 6.0

[Total Questions: 125]

Question No : 1

Which action should be done to assess training needs?

A. Ask mangers if their employees need new skills.
B. Look at prior problem tickets.
C. Conduct interviews with people who represent major user roles.
D. Identify where the system is most confusing to use.

Answer: C

Question No : 2

Which option is a benefit of technology adoption?

A. Customer realizes the benefits stated by Cisco and the partner during the negotiation phase.
B. Customer gets to replace their old systems and solutions.
C. Adoption increases sales.
D. Customer pays only when the technology is adopted.

Answer: A

Question No : 3

Which option are the stages and order proposed by the Cisco Integrated Sales Process?

A. Qualify > Prospect > Propose > Close
B. Prospect > Qualify > Propose > Close
C. Prospect > Qualify > Propose > Agree > Close
D. Qualify > Propose > Agree > Close

Answer: C

Question No : 4

Which two categories of services does Cisco and its partners offer to enable business

outcomes? (Choose two.)

A. Business Services
B. Management Services
C. Migration Services
D. Enablement Services
E. Operational Services

Answer: B,D

Question No : 5

Which statement is a characteristic of future state capabilities?

A. They identify operating practices for a single department.
B. They depict all of the requirements that a customer organization desires (best case).
C. They convey the most important business elements that are needed to achieve goals in the future.
D. They should define very detailed needs for the near-term and high-level needs for one or more years out.

Answer: C

Question No : 6

Which option is part of a communication plan?

A. name and department number of email recipients
B. frequency and method to distribute status information
C. reporting structure for a department
D. rating of support

Answer: B

Question No : 7

What information is relevant to validate the progress towards the expected results?

A. Baseline vs actual status
B. Metrics
C. Simulations
D. Strategies

Answer: A

Question No : 8

Which option is a way to validate that you have established credibility with a business executive?

A. Ask an IT stakeholder to inquire with the executive on your behalf.
B. Brainstorm with the internal team to get feedback from peers.
C. Ask the executive whether you could join a future staff meeting and present for 15 minutes.
D. Offer to show the executive a demonstration of the latest security software.

Answer: C

Question No : 9

Which option describes a reason to document the benefits and risks expected from a business case?

A. to have a basis for the project manager's performance rating
B. to have a consistent basis for judging the effectiveness of a solution
C. so that everyone has common understanding of problems that are likely to occur with the first release
D. to give the project sponsor a basis to support additional funding for deployment on a larger scale

Answer: B

Question No : 10

Which option describes what extending requirements analysis allows you to do?

A. expand the scope of your project

B. give you more time to deliver on existing project commitments

C. go beyond the initial core requirements, to the next level of need, while also adding in new capabilities and solutions

D. speed up the procurement process for a cloud-based solution

Answer: C

Question No : 11

Which statement about a roadmap is true?

A. Requirements are subjective and viewpoints are fact.

B. It can be created earlier in a project, as compared to an architectural blueprint.

C. It focuses on a broader scope than an architectural blueprint.

D. It shows a path for projects or initiatives that is consistent with the architectural direction.

Answer: D

Question No : 12

What is true regarding Cisco solutions that provide capabilities required to meet the customer's future business needs?

A. The current state of technology will provide the capabilities needed by the customer.

B. Cisco solutions only provide capabilities for the current state.

C. Comparing the current state of technology with capabilities provided by Cisco solutions and services helps identify gaps and provide opportunities for more services and solutions.

D. Comparing the current state of technology with capabilities needed by the customer, the partner will confirm if the solutions sold helped solve the problem.

Answer: C

Question No : 13

Which three options are real costs of maintaining outdated technology? (Choose three.)

A. Time to market.

B. Increased risk.

C. Capital expenditures.

D. Upgrade costs.

E. Total cost of ownership.

Answer: C,D,E

Question No : 14

Which option describes what a change leader is responsible for?

A. telling people how they should do their work

B. assigning key people to be role models

C. planning to fill open jobs

D. deciding how to give out favors

Answer: B

Question No : 15

You are working on a project to install a new RFID system for a logistics company. Which obstacle to realizing benefits should you expect?

A. A network upgrade is in the planning stage.

B. Users are in transition from three old systems and technologies where measurements from old to new processes are unreliable.

C. The solution requirements do not include analytics, so measuring results is out of scope.

D. The RFID chip and sensor technology is old and an upgrade is planned for next year.

Answer: B

Question No : 16

Which statement describes a benefit of using SWOT analysis?

A. It allows you to confirm the status of a customer's specific improvement initiatives.

B. It helps you gain a broader perspective about the customer's strategic situation.
C. It allows the IT organization to show business leaders that they understand service-level impacts on financial results.
D. It provides a snapshot of the industry forces, competitors, suppliers, and market leaders.

Answer: B

Question No : 17

What tool can be used to determine the LoBs that add value to the customer's business?

A. Porter's House of Value.
B. Stakeholder Power Grid.
C. PEST analysis.
D. Business Capability Model.

Answer: A

Question No : 18

Which statement about discovery meetings for larger scope projects is true?

A. Discovery should be performed to a lower level of detail than for smaller projects.
B. Planning for discovery activities may take more effort, but this step is essential.
C. The project team should be staffed with more subcontractors to keep the costs down.
D. Request that the customer captures a baseline of needs in advance of your work.

Answer: B

Question No : 19

How does a business value approach contribute to the sales process?

A. gives the CIO a blueprint for organizing the IT department
B. provides a framework to align the business strategy and priorities with the processes that are needed to achieve goals
C. ensures that best practices are included in the design of new workflows

D. allows for pieces of a larger project to be designed independently without concern for linkages

Answer: B

Question No : 20

What relationship helps achieve a bigger impact to obtain business value?

A. CEO/CFO
B. CEO /CIO
C. CIO/CFO
D. CIO/CMO

Answer: C

Question No : 21

Which two options are direct financial benefits of the business outcomes sales-based approach? (Choose two.)

A. Reduced CAPEX and OPEX.
B. Reduced CAPEX and increased OPEX.
C. Increased NPV.
D. Improved customer satisfaction.
E. Enabled innovation and productivity

Answer: A,C

Question No : 22

Which two options demonstrate how business outcomes should be outlined? (Choose two.)

A. Increase sales in 10% during the next fiscal year.
B. Shorten delivery times from 20 to 12 days for the next project.
C. Become the number one provider in the market.
D. Reduce the electronic waste of materials.