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Vendor:Cisco

Exam Code:840-425

Exam Name:Executing Cisco Advanced Business
Value Analysis and Design Techniques

Version:Demo

QUESTION 1

Which option is included in a business scenario?

- A. activity-based costing used to perform the activities.
- B. peak, low, and average transaction volumes
- C. business goal, major activities, information used, and interactions among people and technology
- D. list of recommended technology products, to provide automation and reduce costs

Correct Answer: C

QUESTION 2

Which three options are potential Cisco and Partner benefits of agreeing to regular, formal, follow-up meetings post implementation? (Choose three.)

- A. Increased profit margin from the project
- B. Increased levels of customer satisfaction
- C. Faster time to sale
- D. Opportunity to identify further opportunities
- E. Opportunity to promote special offers to the customer
- F. Closer relationship with the customer

Correct Answer: BDF

QUESTION 3

Which options describes a main objective for identifying Cisco Architectures and Smart Solutions early in the sales process?

- A. to give the account team the most elapsed time for closing a sale with the customer
- B. to influence the customer's requirements so that they fit the Cisco solutions portfolio
- C. to provide a baseline for the solutions design activities, and to leverage proven offerings in the Cisco portfolio
- D. to keep the opportunity more focused on standard solutions vs. needing to design out custom or account-specific capabilities

Correct Answer: C

QUESTION 4

Which option can assist with determining technology requirements arising from a customer initiative to implement a business process improvement?

- A. Create a Use Case diagram to model the improved business process and from this determine what technology is required.
- B. Use the Business Motivation Model to analyze business and technology requirements for a given initiative.
- C. Undertake an Ishikawa Analysis to determine root causes and determine how technology can resolve these issues.
- D. Perform a gap analysis between "as-is" and "to-be" states to determine what technology will be required.

Correct Answer: D

QUESTION 5

Which three benefits are derived from Business Transformation? (Choose three.)

- A. become more competitive
- B. establish new customer relationships
- C. generate value
- D. become more creative
- E. accelerate the Go To Market

Correct Answer: ABC

QUESTION 6

What makes it possible to measure advance progress during Business Transformation?

- A. KPI's
- B. TCO
- C. ROI
- D. ROCE
- E. WACC

Correct Answer: A

QUESTION 7

Who are the two primary users of an implementation strategy? (Choose two.)

- A. the technical architect
- B. the leaders for training
- C. executive sponsor and steering committee
- D. the program leader responsible for achieving business results
- E. major work package owners

Correct Answer: DE

QUESTION 8

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.

Correct Answer: B

QUESTION 9

Which two options are characteristics you will find on a roadmap of business-aligned IT initiatives? (Choose two.)

- A. Must contain the details of the sales proposal.
- B. Must target the right approach.
- C. Must involve the appropriate group intelligence and profile a specific level of detail.
- D. Must include network diagrams of all the solutions involved.

Correct Answer: BC

QUESTION 10

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

Correct Answer: B

QUESTION 11

Which three options are the features that a KPI must have in order to comply with customer expectations? (Choose three.)

- A. Specific Purpose
- B. Measurable
- C. Achievable
- D. Fair
- E. Understandable
- F. Logical

Correct Answer: ABC

QUESTION 12

Which three benefits will the customer see when the partner creates a roadmap that aligns IT initiatives to their business? (Choose three.)

- A. Elevate the relevance of the IT department.
- B. Clear view of IT investments.
- C. Better alignment between business standard roadmap and IT.
- D. Revenue growth.
- E. Technology adoption.

Correct Answer: ABC

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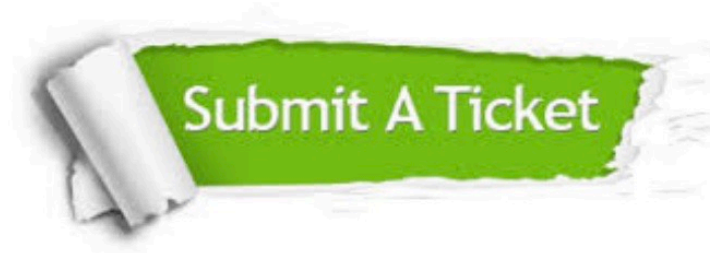
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