

810-420^{Q&As}

Understanding Cisco Business Value Analysis Fundamentals

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QUESTION 1

Which represents a dependency?

- A. Network bandwidth must be improved to achieve acceptable video performance
- B. Cisco can increase margin by using lower-cost resource
- C. A pilot must be complete in order to create an estimate of full-rollout funding needs
- D. Design work on network performance and security policies can occur at the same time

Correct Answer: A

QUESTION 2

What is the definition of "Cost Structure" in the Business Model Canvas?

- A. Cost of performing all business activities
- B. Cost of performing IT activities
- C. Cost of performing HR activities
- D. Cost of performing purchasing activities

Correct Answer: A

QUESTION 3

Which two steps of the Customer Conversation Framework bridge the gap between the business and technology parts of the conversation? (Choose two.)

- A. Smart Solutions
- B. Architecture Functionality
- C. Management and Support
- D. End User Adoption cost
- E. Migration roadmap and backup plan

Correct Answer: AB

QUESTION 4

When establishing a current view of your customer, which two are internal sources of information? (Choose two.)



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- A. Existing relationships
- B. Proposals submitted to the customer last year
- C. Customer\\'s website
- D. Partner ecosystem SMEs

Correct Answer: AB

QUESTION 5

Which represents a customer opportunity?

- A. Regulations around the customer\\'s products are being eased, opening up new markets
- B. Customer sat is pointing to a problem with warranty support
- C. A competitor to Cisco is exiting the market
- D. The IT department has more budget to spend on network capacity

Correct Answer: A

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