



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

Which of the following enables you to get a high level view of your customer's business?

- A. Stakeholder Analysis Worksheet
- B. Customer Conversation Framework
- C. Strategic Question Asking Framework
- D. Business Model Canvas

Correct Answer: D

QUESTION 3

Which tool enables you to gain a high level view of your customer's business?

- A. Business Model Canvas
- B. Strategic Question Asking Framework
- C. Customer Conversation Framework
- D. Stakeholder Analysis Worksheet

Correct Answer: A

QUESTION 4

Which question would be appropriate to ask a Partner SME, when doing a project for a private company?

- A. How would you describe the customer's culture?
- B. What is the customer's market share?



- C. What features will the company release in the main product next version?
- D. What is the company's net income for last year?

Correct Answer: A

QUESTION 5

When reviewing public financial information published by the company, what data will you find?

- A. Year-to-year changes in revenue by Geography
- B. Number of customer service reps
- C. Company analysis on acquisition alternatives
- D. List of their customers

Correct Answer: A

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