



820-421^{Q&As}

Applying Cisco Specialized Business Value Analysis

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QUESTION 1

Which two of these will match a regular expression with the following configuration parameters? [a-zA-Z] [0-9][a-z]
(Choose two.)

- A. Q3h
- B. B4Mn
- C. aaB132AA
- D. c7lm
- E. BBpjnrIT

Correct Answer: AD

QUESTION 2

Which two are elements of a business case? (Choose two.)

- A. Assumptions
- B. Estimated Benefits
- C. Roll out schedule
- D. Product feature list

Correct Answer: AB

QUESTION 3

When discovering requirements, which behavior is appropriate?

- A. End meetings earlier than planned to show a sense of urgency
- B. Avoid taking notes, since you can always return for a follow up
- C. Answer customer questions with details and numbers, to convince them you know what they need
- D. Actively listen to the customer's comments and effectively take notes

Correct Answer: D

QUESTION 4

Which statement is true?



- A. You should avoid discussion of 3rd party products or services, when exploring possible solutions with the customer.
- B. TOGAF ADM is a standard framework to assess IT quality and productivity.
- C. Value chain analysis is the preferred method to assess customer sensitivity to price increases.
- D. Cisco and partner capabilities should be considered as viable candidates for inclusion in a solution design.

Correct Answer: D

QUESTION 5

Which is true, regarding mapping solutions and capabilities?

- A. You should prioritize those capabilities for which Cisco has the biggest competitive advantage over other IT firms
- B. Focus your time and the customer's attention on a few capabilities that make a strong impact
- C. Ask the customer IT leader which capabilities they need more details on , in order to plan installation activities
- D. Allocate your project efforts so you can promote the highest number of solution features in a recommendation to the customer

Correct Answer: B

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