



840-423^{Q&As}

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QUESTION 1

Which statement describes a risk that is associated with relying on a customer's IT department?

- A. The timeframe for executing the tasks may be longer than if Cisco or a Partner did this work.
- B. The business unit executive uncovers that the solution required some customization, tailoring, or configuration.
- C. The IT executive takes credit for an activity which Cisco or the Partner should have executed.
- D. The total cost of implementation is lower than you originally anticipated.

Correct Answer: A

QUESTION 2

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 3

The customer has previously implemented a Cisco network management solution. You have an opportunity to improve security and threat detection. Which approach is an appropriate way to tie together the benefits of the solutions?

- A. Explain how the security software leverages underlying capabilities of the network management solution.
- B. Describe how proprietary technology elements provide the customer with the most advanced solution, which eliminates risk to a business unit.
- C. Identify the financial benefits not yet realized with the network management solution, and ensure they can be attained through the security solution.
- D. Select the top five value-added aspects of the security solution, and model the financial benefit under three scenarios. This exercise gives insight into possible levels of benefit.

Correct Answer: A

QUESTION 4

Which option is a governance approach for a project?



- A. a process for approving changes
- B. an annual strategy planning session
- C. informal surveys
- D. a job description for network architect

Correct Answer: A

QUESTION 5

Which statement describes the benefit of identifying solution interdependencies?

- A. This shows the customer that you have a strong understanding of the Cisco portfolio.
- B. It greatly shortens the timeframe and number of hours it takes to implement a complex solution.
- C. It allows you and the customer to assess risks and opportunities for situations involving integration and critical prerequisites.
- D. It allows you to see a detailed picture of customer responsibilities across an implementation effort.

Correct Answer: C

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