



# 840-425<sup>Q&As</sup>

Executing Cisco Advanced Business Value Analysis and Design Techniques

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#### QUESTION 1

Which statement describes why it is important to separate major from minor problems in getting expected benefits?

- A. Major problems are always harder to fix.
- B. Minor problems usually affect more people.
- C. This information is used for system status reporting.
- D. An accurate breakdown allows for putting resource on items with high impact.

Correct Answer: D

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#### QUESTION 2

Which two options are true regarding a customer goal? (Choose two.)

- A. A goal is s a desirable business state.
- B. A goal is a future expected outcome or state.
- C. A goal is a milestone to reach.
- D. A goal is a decision or choice.
- E. A goal is a priority that makes a difference.

Correct Answer: AB

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#### QUESTION 3

Which two options are indirect financial benefits of the outcome-based sales? (Choose two.)

- A. Increased NPV.
- B. Lower project costs.
- C. Process efficiencies.
- D. Faster time to market for new solutions.

Correct Answer: CD

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#### QUESTION 4

Which two options are benefits of adding Cisco and Partner services to help deliver business outcomes? (Choose two.)

- A. Increased OPEX.



- B. Reduced ROI.
- C. Increased profitability.
- D. Increased revenue.
- E. Reduced customer loyalty.

Correct Answer: CD

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#### QUESTION 5

Which option describes what a five forces model shows?

- A. industry players: suppliers, complementers, customers, and competitors
- B. a list of industry trends and drivers for total market growth
- C. the top three competitive advantages owned by each of the major suppliers
- D. an analysis of customer priorities for technology purchase decisions

Correct Answer: A

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