



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

Executing Cisco Advanced Business Value Analysis and Design Techniques

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### QUESTION 1

Who are the two primary users of an implementation strategy? (Choose two.)

- A. the technical architect
- B. the leaders for training
- C. executive sponsor and steering committee
- D. the program leader responsible for achieving business results
- E. major work package owners

Correct Answer: DE

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### QUESTION 2

Which three options are factors you have to take into account when identifying solutions and services in the context of the customer's industry vertical to meet their outcomes? (Choose three.)

- A. Technology consumption across verticals differs.
- B. Business outcomes are the same for most of the industry verticals.
- C. The regulatory requirements impede Cisco from participating in government bids.
- D. The value proposition has to be aligned to the nature of the business.
- E. Sales approach and sales cycle differs across industry verticals.

Correct Answer: ADE

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### QUESTION 3

Which three options are potential customer benefits of agreeing regular, formal, follow up meetings post implementation? (Choose three.)

- A. Improved alignment of project to KPIs
- B. Higher quality security management
- C. Increased ability to mitigate risk
- D. Enhanced end user support services
- E. Improved responsiveness to changes in required business outcomes
- F. Focus on solutions

Correct Answer: ACE

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#### QUESTION 4

Which statement about SWOT analysis is true?

- A. Strengths can be turned into competitive advantage by aligning with opportunities.
- B. Weaknesses most likely can be relieved by higher investment in technology.
- C. Opportunities indicate details of sales situations that the company has within their pipeline.
- D. A threat indicates long-term concerns that the customer should address within a three- year period.

Correct Answer: A

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#### QUESTION 5

Which three options are recommendations to implement change management? (Choose three.)

- A. Involve real influencers that help create engagement and support change.
- B. Deliver and communicate real business benefits periodically.
- C. Consider change has been accepted when it becomes part of the day to day operations.
- D. Only deploy the solution when 100% of the stakeholders agree.
- E. Consider change has been accepted when the partner has signed off the project.

Correct Answer: ABC

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