



# 820-421<sup>Q&As</sup>

Applying Cisco Specialized Business Value Analysis

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#### QUESTION 1

Which customer-provided sources would give you insight into a public company's recent financial condition?

- A. A news article about a private company rumored to be an acquisition candidate for the customer
- B. Quarterly filings with the country financial securities government authority
- C. General market trends in an industry in which the customer participates
- D. An 18-month old brochure that describes the company's history

Correct Answer: B

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#### QUESTION 2

Which individual is recommended as the author for a business case introduction?

- A. The customer finance executive
- B. A project team individual with insight into the overall solution, financials and customer's current situation
- C. The System Engineer most familiar with the customer's infrastructure and technical environment
- D. The Account Manager, with support from the customer's IT organization

Correct Answer: B

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#### QUESTION 3

Which is an appropriate way to gain data useful for analyzing stakeholder support and power?

- A. Benchmark study
- B. Analyze win rates for the past 10 proposals you made to the company
- C. Focus group with a team of customer executives
- D. Business Motivation Model

Correct Answer: C

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#### QUESTION 4

Which is the preferred aid to help you structure discovery meetings with customers?

- A. IT cost analysis
- B. Business case for the last two proposals



- C. An article with a checklist showing advantages of your product vs.competitors
- D. Strategic Question Asking Framework

Correct Answer: D

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#### QUESTION 5

Which statement best describes inside policy based NAT?

- A. Policy NAT rules are those that determine which addresses need to be translated per the enterprise security policy
- B. Policy NAT consists of policy rules based on outside sources attempting to communicate with inside endpoints.
- C. These rules use source addresses as the decision for translation policies.
- D. These rules are sensitive to all communicating endpoints.

Correct Answer: A

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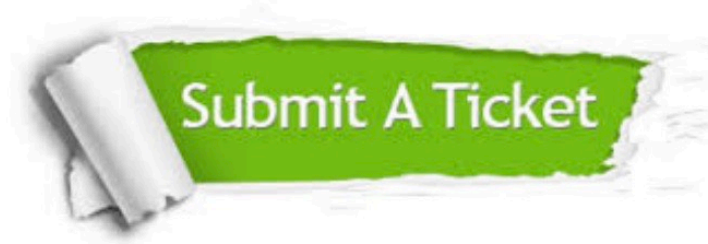
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