



820-421^{Q&As}

Applying Cisco Specialized Business Value Analysis

Pass Cisco 820-421 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.geekcert.com/820-421.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

Which two reflect buy-in to an implementation approach? (Choose two.)

- A. Customer commitment to move forward
- B. Agreement on basics of solutions
- C. Actual benefits are realized
- D. Selections identified for configuring components

Correct Answer: AB

QUESTION 2

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 3

Which option represents a subject expert from a Cisco Channel Partner's ecosystem recommended for you to use as a source of insight?

- A. The customer's lead procurement official
- B. A government regulatory official familiar with the customer
- C. A sales rep for one of the Partner's competitors
- D. An IT architect working at a software company that markets solutions bundled with the Channel Partner's offerings

Correct Answer: D

QUESTION 4

What should you do to identify solutions that fulfill the capability needs of the customer?

- A. First look at the features available and then identify whether Smart Solutions could be in scope.



- B. First identify the relevant Cisco Architectures and Smart Solutions. After that is complete, move on to features.
- C. Include only those offerings which the customer has requested information on in the past.
- D. Place the most attention on new ideas or needs which have recently come up in project brainstorming sessions.

Correct Answer: B

QUESTION 5

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

[Latest 820-421 Dumps](#)

[820-421 VCE Dumps](#)

[820-421 Brindumps](#)



To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

Try our product !

- 100% Guaranteed Success
- 100% Money Back Guarantee
- 365 Days Free Update
- Instant Download After Purchase
- 24x7 Customer Support
- Average 99.9% Success Rate
- More than 800,000 Satisfied Customers Worldwide
- Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.geekcert.com/allproducts>

Need Help

Please provide as much detail as possible so we can best assist you.
To update a previously submitted ticket:



 <p>One Year Free Update Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <p>Money Back Guarantee To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <p>Security & Privacy We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.
All trademarks are the property of their respective owners.
Copyright © geekcert, All Rights Reserved.