



# 820-424<sup>Q&As</sup>

Selling Business Outcomes Specialists

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#### QUESTION 1

Which two options are categories for risk? (Choose two.)

- A. regulatory
- B. financial
- C. conditional
- D. physical

Correct Answer: BC

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#### QUESTION 2

Which two options are primary points for strengthening a business case? (Choose two.)

- A. Financial requirements and timeframe
- B. Stakeholders who have been interviewed and their views
- C. Primary technical value points that the solution provides
- D. Solution design and implementation plan
- E. Reasons why Cisco solutions maximize business value

Correct Answer: DE

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#### QUESTION 3

Which two options are benefits of running a workshop? (Choose two.)

- A. To understand the opinions of specific stakeholders
- B. To establish consensus amongst a group of stakeholders
- C. To disseminate information
- D. To brainstorm ideas
- E. To present findings and gain acceptance to move forwards

Correct Answer: BD

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#### QUESTION 4

Which option is a benefit of evolutionary prototyping?



- A. can be built with minimal functionality
- B. can be done without analysis
- C. can be built without requirements
- D. can be discarded after testing

Correct Answer: C

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#### QUESTION 5

Which option is a business consideration when determining an organizational change and adoption plan?

- A. IT skills and resources
- B. Outcomes realization
- C. Responsibilities for managing technology
- D. Managing cloud based solutions

Correct Answer: B

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