



840-423^{Q&As}

Executing Cisco Advanced Business Value Analysis and Design Techniques

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QUESTION 1

Which statement is a characteristic of future state capabilities?

- A. They identify operating practices for a single department.
- B. They depict all of the requirements that a customer organization desires (best case).
- C. They convey the most important business elements that are needed to achieve goals in the future.
- D. They should define very detailed needs for the near-term and high-level needs for one or more years out.

Correct Answer: C

QUESTION 2

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

QUESTION 3

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

QUESTION 4

You are working on a project to install a new RFID system for a logistics company. Which obstacle to realizing benefits should you expect?



- A. A network upgrade is in the planning stage.
- B. Users are in transition from three old systems and technologies where measurements from old to new processes are unreliable.
- C. The solution requirements do not include analytics, so measuring results is out of scope.
- D. The RFID chip and sensor technology is old and an upgrade is planned for next year.

Correct Answer: B

QUESTION 5

Which statement about customer value chain analysis is true?

- A. It shows the specific cost that is associated with each process step.
- B. It depicts the major communications activities that are executed by senior execs.
- C. It shows relationships between key pieces of the customer's operating model.
- D. It shows the dependencies to realize benefits from a new IT infrastructure effort.

Correct Answer: C

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