



840-423^{Q&As}

Executing Cisco Advanced Business Value Analysis and Design Techniques

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QUESTION 1

How does a business value approach contribute to the sales process?

- A. gives the CIO a blueprint for organizing the IT department
- B. provides a framework to align the business strategy and priorities with the processes that are needed to achieve goals
- C. ensures that best practices are included in the design of new workflows
- D. allows for pieces of a larger project to be designed independently without concern for linkages

Correct Answer: B

QUESTION 2

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 3

Which information is the most important to know early in a business requirements project?

- A. the customer's go-to-market approach for generating revenue
- B. competitor prices
- C. the organizational structure
- D. the company's budget for marketing products planned for two years in the future

Correct Answer: A

QUESTION 4

Which option is a governance approach for a project?

- A. committee of stakeholder reps



- B. measurements of system security
- C. operating procedures for data backup
- D. status reports on total IT systems

Correct Answer: A

QUESTION 5

Which statement about Partner capabilities combined with Cisco solution elements is true?

- A. They are a recommended way to reduce solution cost.
- B. They are a required element for proposals that involve implementation of the solution.
- C. They are a recommended way to lower risk, by retaining scope of effort within the control of Cisco or the Partner.
- D. They provide a way to meet customer or industry-specific needs, beyond the general Cisco core offerings.

Correct Answer: D

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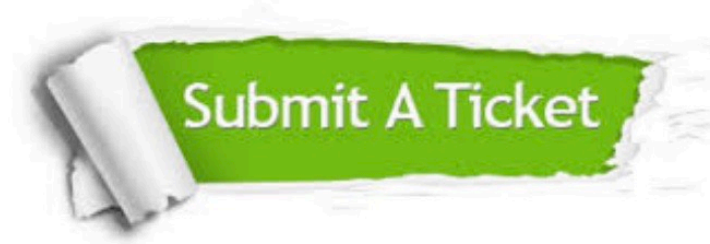
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