



# 840-425<sup>Q&As</sup>

Executing Cisco Advanced Business Value Analysis and Design Techniques

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### QUESTION 1

Which statement describes the recommended level of detail for analysis when you first identify Cisco Architectures and Smart Solutions that could meet business needs?

- A. A fine level of detail, to provide the most information for benefits determination.
- B. A high level, with focus on the major architectural or Smart Solution elements that provide significant benefit.
- C. A high level for architectures and low level of detail for Smart Solutions.
- D. There is no recommended level of detail. Do the analysis as based on the skills and knowledge of the account team.

Correct Answer: B

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### QUESTION 2

Which option describes a benefit of using a Balanced Scorecard approach to performance measurement?

- A. Allows project managers to detect and mitigate problems as they arise
- B. Indicates the financial return on investment for a project
- C. Combines qualitative and quantitative metrics to give a well-rounded view of the performance of a project
- D. Allows management to focus their full attention on one outcome at a time

Correct Answer: C

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### QUESTION 3

Which three options are potential customer benefits of agreeing regular, formal, follow up meetings post implementation? (Choose three.)

- A. Improved alignment of project to KPIs
- B. Higher quality security management
- C. Increased ability to mitigate risk
- D. Enhanced end user support services
- E. Improved responsiveness to changes in required business outcomes
- F. Focus on solutions

Correct Answer: ACE

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### QUESTION 4



Which three options are the features that a KPI must have in order to comply with customer expectations? (Choose three.)

- A. Specific Purpose
- B. Measurable
- C. Achievable
- D. Fair
- E. Understandable
- F. Logical

Correct Answer: ABC

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#### QUESTION 5

Which option best reflects information that must be captured before you create the business case?

- A. customer's budget and expectations for ROI
- B. estimate of investment required: initial investment, recurring for each period, and specific to a project or component
- C. assessment of the customer's procurement process
- D. detailed analysis of cost savings that results from a pilot

Correct Answer: B

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