



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

Executing Cisco Advanced Business Value Analysis and Design Techniques

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#### QUESTION 1

Which two options are reasons why we are seeing increasing levels of business-led change? (Choose two.)

- A. Because IT solutions are going through a trend of decreasing costs.
- B. Because business requirements are changing rapidly.
- C. Because the technology led change is too expensive.
- D. Because of the disruption created by the megatrends: cloud, mobility, big data, video.

Correct Answer: BC

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#### QUESTION 2

Which statement describes a risk that is associated with relying on a customer's IT department?

- A. The timeframe for executing the tasks may be longer than if Cisco or a Partner did this work.
- B. The business unit executive uncovers that the solution required some customization, tailoring, or configuration.
- C. The IT executive takes credit for an activity which Cisco or the Partner should have executed.
- D. The total cost of implementation is lower than you originally anticipated.

Correct Answer: A

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#### QUESTION 3

What tool can be used to determine the LoBs that add value to the customer's business?

- A. Porter's House of Value.
- B. Stakeholder Power Grid.
- C. PEST analysis.
- D. Business Capability Model.

Correct Answer: A

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#### QUESTION 4

Which three options are skills and behaviors that could be measured using the 360 degree feedback process? (Choose three.)



- A. Strategic thinking.
- B. Managing and leading change.
- C. Sales quota achievement.
- D. Influencing others.
- E. Attachment and renewal rates.

Correct Answer: ABD

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#### QUESTION 5

When you rate the severity of technical constraints, which action should you take for an unexpected obstacle?

- A. Resolve the obstacle as soon as possible to reduce the likelihood that a customer uncovers this new information.
- B. Assess the impact on the solution implementation and benefits to the customer, and then explain the situation in context of the big picture.
- C. Note the obstacle for attention in the next phase of work.
- D. Identify ways to address the problem and choose the lowest cost, fastest option available.

Correct Answer: B

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