



Executing Cisco Advanced Business Value Analysis and Design Techniques

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#### **QUESTION 1**

Which two phases of the TOGAF ADM manage the process of creating a phased roadmap for technology implementation? (Choose two.)

- A. Phase D: Technology Architecture
- B. Phase E: Opportunities and Solutions
- C. Phase F: Migration Planning
- D. Phase G: Implementation Governance
- E. Phase H: Architecture Change Management

Correct Answer: BC

#### **QUESTION 2**

Which three options are real costs of maintaining outdated technology? (Choose three.)

- A. Time to market.
- B. Increased risk.
- C. Capital expenditures.
- D. Upgrade costs.
- E. Total cost of ownership.

Correct Answer: CDE

#### **QUESTION 3**

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



### **QUESTION 4**

Which of the following describes a Viewpoint?

- A. A perspective expressed by one or more managers who share the same or similar role.
- B. A perspective expressed by one or more customers who may or may not share the same or similar role.
- C. The perspective or related set of concerns experienced by a group of stakeholders.
- D. An informal summary of project outcomes used in the management reporting and decision making process.

Correct Answer: C

## **QUESTION 5**

Which task is part of the Qualification phase of the Cisco Integrated Sales Process?

- A. Define customer business issue.
- B. Preliminary solution aligned to business issue.
- C. Customer budget enquiry.
- D. Customer approves solution design.
- Correct Answer: B

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