



810-420^{Q&As}

Understanding Cisco Business Value Analysis Fundamentals

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QUESTION 1

If you identify a stakeholder as having high interest and high power within a target company, where in the power grid should you place the stakeholder?

- A. In the Key Players position
- B. In the Minimal Effort position
- C. In the Keep Satisfied position
- D. In the Keep Informed position

Correct Answer: A

QUESTION 2

What is the definition of "Cost Structure" in the Business Model Canvas?

- A. Cost of performing all business activities
- B. Cost of performing IT activities
- C. Cost of performing HR activities
- D. Cost of performing purchasing activities

Correct Answer: A

QUESTION 3

Which two options are elements in your business case? (Choose two.)

- A. Smart Solution recommendations
- B. Business impact: financial and non-financial
- C. Implementation roadmap
- D. Technical specifications
- E. Rejected solutions

Correct Answer: AB

QUESTION 4

Which is a difference between pain points and opportunities?



- A. Pain points cause problems, while opportunities reflect unmet potential
- B. Pain points can be addressed better through technology solutions
- C. Opportunities involve new revenue for the customer. Pain points relate to lowering expenses
- D. Opportunities contain unknown risks, while pain points can be addressed without contingencies

Correct Answer: A

QUESTION 5

Which option reflects the value of mapping of solutions vs. capabilities?

- A. It helps the customer understand how their needs can be met
- B. It allows for bundled pricing
- C. This is a critical input for implementation plans
- D. This insight helps IT managers prepare development plans for their staff

Correct Answer: A

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