



820-421^{Q&As}

Applying Cisco Specialized Business Value Analysis

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**QUESTION 1**

The business value approach helps you to do what?

- A. Ensure that requirements gathering take the smallest possible resource and time
- B. Use various techniques to add value through the discovery process
- C. Bring sales opportunities earlier into the customer business roadmap, to avoid risks from possible budget cuts
- D. Recommend services beyond the customer's skill set, so you gain higher revenue

Correct Answer: B

QUESTION 2

An implementation roadmap should be structured around which two items? (Choose two.)

- A. A link to the business case
- B. Implementation risks
- C. Expect value of benefits expected from specific phases
- D. Anticipated dates for vendor releases of new product versions
- E. Quarterly backup and upgrade schedules for installed hardware or software

Correct Answer: AB

QUESTION 3

Which is the most effective way to assess sales team benefits from an enhanced wireless and security infrastructure?

- A. Ask the sales leader to define the productivity improvement gain they need to gain support for a business case
- B. Interview a random set of users, and ask for their informal estimate of time savings
- C. Analyze work patterns and interactions from the top 15% of users according to network access volume
- D. Follow a structured evaluation plan, to capture data on productivity, effectiveness and improved controls

Correct Answer: D

QUESTION 4

Which is an example of solution benefits described in business terms?

- A. A network upgrade can reduce outages by 10-15%



- B. By using remote experts during selling, the customer can add \$10M to quarterly revenue
- C. IT staff can be redeployed to projects delayed due to resource constraints
- D. A new security policy can reduce risk of a cyber attack on the company's network infrastructure

Correct Answer: B

QUESTION 5

Which two of these will match a regular expression with the following configuration parameters? [a-zA-Z] [0-9][a-z]
(Choose two.)

- A. Q3h
- B. B4Mn
- C. aaB132AA
- D. c7lm
- E. BBpjnrIT

Correct Answer: AD

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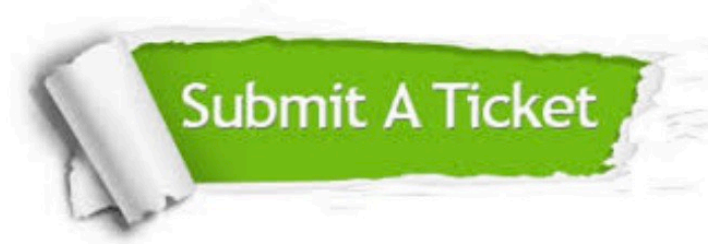
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