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QUESTION 1

Which option provides best practice guidance for implementing a governance process for technology implementation?

A. SWOT

B. TOGAF

C. ITIL

D. PMP

Correct Answer: B

QUESTION 2

What should you do in identifying solutions that fulfill the capability needs of the customer?

A. First, look at the features available and then identify whether these exist in an available solution.

B. First, identify the relevant Cisco architectures and potential solutions. Next, move on to features.

C. Include only those offerings which the customer has requested information on in the past.

D. Place the most attention on new ideas or needs which have recently come up in project brainstorming sessions.

Correct Answer: B

QUESTION 3

Which option is a benefit of evolutionary prototyping?

A. can be built with minimal functionality

B. can be done without analysis

C. can be built without requirements

D. can be discarded after testing

Correct Answer: C

QUESTION 4

Which choice is a Cisco Channel Partner ecosystem subject expert, recommended for you to use as a source of insight?

A. The customer\'s lead procurement official

B. A government regulatory official familiar with the customer

C. A sales rep for one of the Channel Partner\\'s competitors

D. An IT architect working at a software company that markets solutions bundled with the Channel Partner\\'s offerings

Correct Answer: D

QUESTION 5

Which option describes the recommended process for creating a risk mitigation plan?

A. Categorize, analyze and prioritize

B. Perceive, act, measure

C. Document, prioritize, review

D. Analyze, document, act

Correct Answer: A

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