



# 820-424<sup>Q&As</sup>

Selling Business Outcomes Specialists

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### QUESTION 1

Which two options are reasons for a customer to select an X-as-a-service consumption model over an on-premise cloud implementation? (Choose two.)

- A. increased self reliance on internal capabilities
- B. increased flexibility and agility
- C. reduced operational expenditure requirements
- D. reduced capital expenditure requirements

Correct Answer: CD

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### QUESTION 2

Which option is a business benefit that may be realized from the implementation of a business outcomes-focused technology intervention?

- A. Increased proportion of services that is delivered in the cloud
- B. reduced time to market for new products
- C. reduced technology management overhead
- D. reduced number of servers that are required in the data

Correct Answer: C

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### QUESTION 3

Which two options are primary points for strengthening a business case? (Choose two.)

- A. Financial requirements and timeframe
- B. Stakeholders who have been interviewed and their views
- C. Primary technical value points that the solution provides
- D. Solution design and implementation plan
- E. Reasons why Cisco solutions maximize business value

Correct Answer: DE

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### QUESTION 4

What is the recommended way to treat a current customer capability weakness?



- A. Document this in a way so the IT executive avoids criticism
- B. Use objective data to describe this gap, in a Business Capability Assessment
- C. Highlight this in the next executive briefing, to get credit for finding out gaps
- D. Expand scope, urgently staffing a deep dive so the customer can most quickly fix the weakness

Correct Answer: B

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#### QUESTION 5

What should a business case executive summary contain?

- A. Contractual terms of a maintenance agreement
- B. Rationale for choosing a model of network hardware
- C. Overall intent behind solutions and a statement of benefits and costs
- D. Name of customer manager recommended to be accountable for delivering business case results

Correct Answer: C

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