



840-423^{Q&As}

Executing Cisco Advanced Business Value Analysis and Design Techniques

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QUESTION 1

Which action is the recommended way to establish trusted-advisor credibility with a senior business executive?

- A. Ask open-ended questions about the organization's priorities and goals.
- B. Ask questions about the IT organization's track record for problem resolution.
- C. Provide an overview of your sales team's reporting structure and metrics.
- D. Ask detailed questions about the process to acquire cloud computing solutions.

Correct Answer: A

QUESTION 2

Which option is included in a business scenario?

- A. activity-based costing used to perform the activities.
- B. peak, low, and average transaction volumes
- C. business goal, major activities, information used, and interactions among people and technology
- D. list of recommended technology products, to provide automation and reduce costs

Correct Answer: C

QUESTION 3

How does a business value approach contribute to the sales process?

- A. gives the CIO a blueprint for organizing the IT department
- B. provides a framework to align the business strategy and priorities with the processes that are needed to achieve goals
- C. ensures that best practices are included in the design of new workflows
- D. allows for pieces of a larger project to be designed independently without concern for linkages

Correct Answer: B

QUESTION 4

Which statement is a characteristic of future state capabilities?

- A. They identify operating practices for a single department.



- B. They depict all of the requirements that a customer organization desires (best case).
- C. They convey the most important business elements that are needed to achieve goals in the future.
- D. They should define very detailed needs for the near-term and high-level needs for one or more years out.

Correct Answer: C

QUESTION 5

Which option is a benefit of communicating a solution in business terms?

- A. The customer is more likely to invest because Cisco or the Partner is committing to a specific level of financial benefit.
- B. The customer IT executive can better identify how the solution affects their headcount for problem resolution.
- C. The customer's business and IT personnel can have improved dialogue about the solution, its impact, and options for deployment.
- D. The lead customer business stakeholder is given a detailed explanation about the value of most advanced technologies.

Correct Answer: C

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