



840-423^{Q&As}

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QUESTION 1

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

QUESTION 2

Which statement describes the benefit of identifying solution interdependencies?

- A. This shows the customer that you have a strong understanding of the Cisco portfolio.
- B. It greatly shortens the timeframe and number of hours it takes to implement a complex solution.
- C. It allows you and the customer to assess risks and opportunities for situations involving integration and critical prerequisites.
- D. It allows you to see a detailed picture of customer responsibilities across an implementation effort.

Correct Answer: C

QUESTION 3

Which option is the recommended scope for a work package?

- A. three business capabilities
- B. one technical subsystem
- C. one major business capability
- D. no recommended size

Correct Answer: C

QUESTION 4

Which option is a way to validate that you have established credibility with a business executive?



- A. Ask an IT stakeholder to inquire with the executive on your behalf.
- B. Brainstorm with the internal team to get feedback from peers.
- C. Ask the executive whether you could join a future staff meeting and present for 15 minutes.
- D. Offer to show the executive a demonstration of the latest security software.

Correct Answer: C

QUESTION 5

Which option is recommended when you document potential solution options?

- A. Only list two possible choices to make it easiest for the customer to make a selection.
- B. Communicate information about various options at a relatively similar level of detail.
- C. Provide analysis to the lowest level of detail for each of the available choices.
- D. Only provide data on Cisco and Partner solutions. If ecosystem partners are used in the solution, refer the customer to these companies for solution information.

Correct Answer: B

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