



# 840-423<sup>Q&As</sup>

Executing Cisco Advanced Business Value Analysis and Design Techniques

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**QUESTION 1**

The customer has previously implemented a Cisco network management solution. You have an opportunity to improve security and threat detection. Which approach is an appropriate way to tie together the benefits of the solutions?

- A. Explain how the security software leverages underlying capabilities of the network management solution.
- B. Describe how proprietary technology elements provide the customer with the most advanced solution, which eliminates risk to a business unit.
- C. Identify the financial benefits not yet realized with the network management solution, and ensure they can be attained through the security solution.
- D. Select the top five value-added aspects of the security solution, and model the financial benefit under three scenarios. This exercise gives insight into possible levels of benefit.

Correct Answer: A

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**QUESTION 2**

Which statement about implementation timelines is true?

- A. They should allow for the shortest total project elapsed time, regardless of risk.
- B. They should have a good balance across a variety of business groups.
- C. The timing should be realistic, given the scope, budget, risk, and potential benefits.
- D. The duration should be set by a single executive sponsor so that accountability is easiest to determine.

Correct Answer: C

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**QUESTION 3**

Which statement about PEST analysis is true?

- A. Political aspects can be identified easily through surveys.
- B. Economic and social implications are relevant only with the public sector.
- C. A PEST analysis allows you to take an independent, outside-in view of factors that impact the customer's situation.
- D. A PEST analysis often can be related directly to specific findings from the operating process analysis.

Correct Answer: C

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**QUESTION 4**

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

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#### QUESTION 5

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

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