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QUESTION 1

Which three building blocks of the business model canvas help to achieve efficiency? (Choose three.)

A. revenue streams

B. key partners

C. key resources

D. channels

E. cost structure

F. customer segments

Correct Answer: BCE

QUESTION 2

Which two statements indicate that the customer needs an infrastructure that can efficiently accommodate organizational changes? (Choose two.)

A. Collaboration equipment must be deployed at several locations and data centers.

B. Collaboration applications must be flexible to quickly adapt to changes in user demand.

C. The lifetime of any technology in our company is approximately two to three years

D. We need technology to dictate and lead business processes.

E. Future success of our company depends on operational agility.

Correct Answer: BE

QUESTION 3

Which two options are correct statements about the corporate value chain? (Choose two)

A. The corporate value chain helps identify relevant departments but does not provide a link to the associated executives.

B. The corporate value chain is a straight map to identify stakeholders within the customer\\'s organization.

C. The corporate value chain shows hierarchies or reporting lines that help identify whom to approach outside of the IT department.

D. The corporate value chain is an organization chart that helps identify different departments and business process owners

E. The corporate value chain and core processes help map the relevant departments to the customer\\'s organizational chart.

Correct Answer: BC

QUESTION 4

Cisco supply chain agility solutions are addressing a crucial part within the manufacturing industry. Which of the following is the main driver of that branch of industry?

A. achieve lower unit costs

B. ensure quality standards to customers

C. increase utilization of manufacturing plants

D. achieve stronger competitive position in the marketplace

E. adopt the supply chain to changing markets

Correct Answer: E

QUESTION 5

Which Cisco Telepresence product series exemplifies simple-to-use immersive collaboration?

A. TX Series

B. MX Series

C. Profile Series

D. EX Series

Correct Answer: A

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