820-421^{Q&As}

Applying Cisco Specialized Business Value Analysis

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QUESTION 1

Which two types of deployments can be implemented for a zone-based policy firewall? (Choose two.)

A. routed mode

B. interzone mode

C. fail open mode

D. transparent mode

E. inspection mode

Correct Answer: AD

QUESTION 2

What relieves a customer\\'s pain points and directly enables business results?

A. Smart Solutions

B. Analysis of a customer\\'s value chain

C. Cisco Validated Designs

D. Industry best practice Business Model Canvas

Correct Answer: A

QUESTION 3

What is the result of configuring the command dotlx system-auth-control on a Cisco Catalyst switch?

A. enables the switch to operate as the 802.1X supplicant

B. globally enables 802.1X on the switch

C. globally enables 802.1X and defines ports as 802.1X-capable

D. places the configuration sub-mode into dotix-auth mode, in which you can identify the authentication server parameters

Correct Answer: B

QUESTION 4

The business value approach helps you to do what?

A. Ensure that requirements gathering take the smallest possible resource and time

B. Use various techniques to add value through the discovery process

C. Bring sales opportunities earlier into the customer business roadmap, to avoid risks from possible budget cuts

D. Recommend services beyond the customer\'s skill set, so you gain higher revenue

Correct Answer: B

QUESTION 5

What should you consider when recommending solutions?

A. Include benefits from projects the customer is currently executing, which are dependencies for one of your solutions

B. Try to shift risks of budget overruns to the IT management team

C. Ensure the business case and solutions cover a consistent scope

D. Include more details about the investments needed, where a customer expense is highest

Correct Answer: C

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