



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 `dot1x 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 dot1x-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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