840-423^{Q&As}

Executing Cisco Advanced Business Value Analysis and Design Techniques

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QUESTION 1

Which statement about discovery meetings for larger scope projects is true?

A. Discovery should be performed to a lower level of detail than for smaller projects.

B. Planning for discovery activities may take more effort, but this step is essential.

C. The project team should be staffed with more subcontractors to keep the costs down.

D. Request that the customer captures a baseline of needs in advance of your work.

Correct Answer: B

QUESTION 2

Which statement describes a risk that is associated with relying on a customer\'s IT department?

A. The timeframe for executing the tasks may be longer than if Cisco or a Partner did this work.

B. The business unit executive uncovers that the solution required some customization, tailoring, or configuration.

C. The IT executive takes credit for an activity which Cisco or the Partner should have executed.

D. The total cost of implementation is lower than you originally anticipated.

Correct Answer: A

QUESTION 3

Which option is a nonfinancial impact?

A. number of new sales wins due to improved collaboration

B. percentage reduction in attrition (resignations) among customer service reps due to improved tools

C. retirement of servers previously used for capacity spikes

D. improved brand image and reputation, as reflected in an informal set of interviews by someone writing an industry blog

Correct Answer: D

QUESTION 4

Which statement describes why it is important to separate major from minor problems in getting expected benefits?

A. Major problems are always harder to fix.

B. Minor problems usually affect more people.

C. This information is used for system status reporting.

D. An accurate breakdown allows for putting resource on items with high impact.

Correct Answer: D

QUESTION 5

Which options describes a main objective for identifying Cisco Architectures and Smart Solutions early in the sales process?

A. to give the account team the most elapsed time for closing a sale with the customer

B. to influence the customer\\'s requirements so that they fit the Cisco solutions portfolio

C. to provide a baseline for the solutions design activities, and to leverage proven offerings in the Cisco portfolio

D. to keep the opportunity more focused on standard solutions vs. needing to design out custom or account-specific capabilities

Correct Answer: C

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