



840-425^{Q&As}

Executing Cisco Advanced Business Value Analysis and Design Techniques

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QUESTION 1

Which two options are principles of the Cisco business outcomes sale? (Choose two.)

- A. Define outcomes which are time-bound.
- B. Initiate the conversation stating the competitive advantages of the Cisco solutions.
- C. Always provide as much technical detail as you can.
- D. Evolve to an outcome approach; as customers require, use product and solution selling.

Correct Answer: AD

QUESTION 2

Which step is important when you define pain points for a multidepartment business initiative?

- A. Prioritize needs and opportunities across the full scope of the departments.
- B. Ask each department to rate their priorities on a 1-10 scale of importance.
- C. Use a survey to gain feedback on service-level expectations for network infrastructure.
- D. Avoid using customer estimates of benefits since the departments are likely overstating value and competing for funding.

Correct Answer: A

QUESTION 3

When you select a solution, which option should guide your decisions?

- A. lowest possible cost
- B. most advanced solution, both technically and for the business operation
- C. an appropriate mix of risk, technology capability, and business capability, based on customer priorities
- D. must fit within the current IT budget

Correct Answer: C

QUESTION 4

Which statement is a characteristic of future state capabilities?

- A. They identify operating practices for a single department.



- B. They depict all of the requirements that a customer organization desires (best case).
- C. They convey the most important business elements that are needed to achieve goals in the future.
- D. They should define very detailed needs for the near-term and high-level needs for one or more years out.

Correct Answer: C

QUESTION 5

Which three options are technical value solution assessment factors that need to be considered and could increase pipeline growth? (Choose three.)

- A. Solution profitability.
- B. Maintenance policies.
- C. Conformity to technical standards.
- D. Solution NPV.
- E. Need for increased coverage.

Correct Answer: ABC

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