



# 840-425<sup>Q&As</sup>

Executing Cisco Advanced Business Value Analysis and Design Techniques

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### QUESTION 1

How does IT contribute to facilitate the creation of a business strategy?

- A. By developing applications that represent a broad competitive advantage.
- B. With solutions that have unique functionality, focused in every area of the business.
- C. contracting services that help reduce costs and optimize the budget.
- D. using robust technology solutions throughout the organization.

Correct Answer: D

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### QUESTION 2

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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### QUESTION 3

Which two options are reasons why we are seeing increasing levels of business-led change? (Choose two.)

- A. Because IT solutions are going through a trend of decreasing costs.
- B. Because business requirements are changing rapidly.
- C. Because the technology led change is too expensive.
- D. Because of the disruption created by the megatrends: cloud, mobility, big data, video.

Correct Answer: BC

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#### QUESTION 4

Which two options are true regarding a customer goal? (Choose two.)

- A. A goal is s a desirable business state.
- B. A goal is a future expected outcome or state.
- C. A goal is a milestone to reach.
- D. A goal is a decision or choice.
- E. A goal is a priority that makes a difference.

Correct Answer: AB

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#### QUESTION 5

Which three options are skills and behaviors that could be measured using the 360 degree feedback process? (Choose three.)

- A. Strategic thinking.
- B. Managing and leading change.
- C. Sales quota achievement.
- D. Influencing others.
- E. Attachment and renewal rates.

Correct Answer: ABD

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