



820-421^{Q&As}

Applying Cisco Specialized Business Value Analysis

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QUESTION 1

Which is the recommended approach or activity for extending requirements analysis?

- A. Communications planning
- B. Business case development
- C. Five whys technique
- D. Personal elevator pitch

Correct Answer: C

QUESTION 2

When 802.1X is implemented, how do the client (supplicant) and authenticator communicate?

- A. RADIUS
- B. TACACS+
- C. MAB
- D. EAPOL

Correct Answer: D

QUESTION 3

What is an example of a financial benefit?

- A. More important to senior executives than to mid-level managers
- B. Estimates of value for which the customer finance executive has given you written evidence of agreement
- C. The highest priority impacts available to customers, from implementing an IT solution
- D. Estimates of monetary value which the customer could realize, after paying for the solution costs

Correct Answer: D

QUESTION 4

Which two of these will match a regular expression with the following configuration parameters? [a-zA-Z] [0-9][a-z]
(Choose two.)

- A. Q3h



- B. B4Mn
- C. aaB132AA
- D. c7lm
- E. BBpjnrIT

Correct Answer: AD

QUESTION 5

You are conducting a project jointly with the customer IT manager for a Customer Division Executive. Which statement is true about presenting recommendations to an Executive?

- A. Present only the ideas which require the IT manager to seek new budgets / funding
- B. Present ideas which are aligned to the customer's strategy and are realistic to implement
- C. For all recommendations, include a request of funding to conduct a deeper analysis of benefits
- D. Recommendations involving process changes should be presented by the IT manager or another internal employee

Correct Answer: B

QUESTION 6

When defining assumptions, you should do which of the following?

- A. Ensure that a customer IT manager agrees with your thoughts
- B. Ensure that each assumption about a business benefit clearly links to an IT capability
- C. Identify only those items which relate to the first phase of an implementation
- D. Identify the data or decisions which could raise the likelihood that the statement comes true

Correct Answer: D

QUESTION 7

You are troubleshooting a Cisco Easy VPN installation that is experiencing session establishment problems. You have verified that matching IKE and IPsec policies exist on both peers. The remote client has also successfully entered authentication credentials.

What is the next step to take in troubleshooting this problem?

- A. verify that the router is not denying traffic from the tunnel
- B. verify that the router is able to assign an IP address to the client



- C. examine routing tables
- D. issue a ping from the client to the router to verify reachability

Correct Answer: B

QUESTION 8

Which corresponds to the definition of a blueprint?

- A. A detailed set of plans that describes an overall architectural landscape
- B. A senior executive's personal action plan to drive higher revenues
- C. A list of business goals to be achieved over 6 months or less
- D. A detailed set of plans that describe how available IT staff will be redeployed

Correct Answer: A

QUESTION 9

A Line of Business executive wants to gain their team's support for a new approach to customer service.

What does a Business Model Canvas help them convey?

- A. The company's value chain
- B. A prioritized list of current pain points
- C. Target state capabilities
- D. Best practice metrics and industry benchmarks

Correct Answer: C

QUESTION 10

How are you able to deliver capabilities when using transition architecture approaches to change?

- A. Incrementally
- B. All at the same time
- C. In any sequence, with similar results
- D. Earlier than stakeholders require

Correct Answer: A



QUESTION 11

Which is the Cisco recommended technique for verifying the 'as-is' state of the business?

- A. Presenting root cause analysis
- B. Discussing the Business Model Canvas
- C. Modeling high volume parts of the customer's business process
- D. Using "The five whys" questioning approach

Correct Answer: B

QUESTION 12

What should your next step be once you have completed defining your recommended solution?

- A. Develop business case
- B. Conduct business requirements analysis
- C. Measure benefits realization
- D. Present to the relevant stakeholders for buy-in

Correct Answer: D

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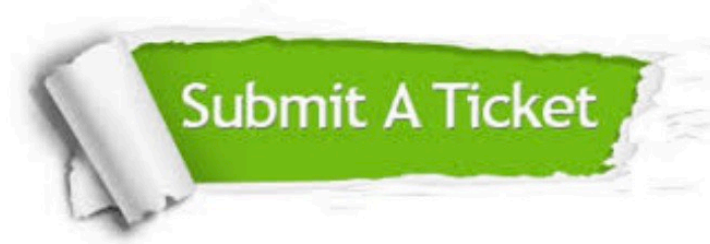
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