840-423^{Q&As}

Executing Cisco Advanced Business Value Analysis and Design Techniques

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QUESTION 1

Which option describes what extending requirements analysis allows you to do?

A. expand the scope of your project

B. give you more time to deliver on existing project commitments

C. go beyond the initial core requirements, to the next level of need, while also adding in new capabilities and solutions

D. speed up the procurement process for a cloud-based solution

Correct Answer: C

QUESTION 2

Which statement about a roadmap is true?

A. Requirements are subjective and viewpoints are fact.

B. It can be created earlier in a project, as compared to an architectural blueprint.

C. It focuses on a broader scope than an architectural blueprint.

D. It shows a path for projects or initiatives that is consistent with the architectural direction.

Correct Answer: D

QUESTION 3

Which action should be done when you present the business case to stakeholders?

A. Focus mainly on near-term investments and leave discussion about rollout until after a pilot is complete.

B. Give a comprehensive picture of the costs, benefits, and considerations that the customer should think about.

C. Ask the IT executive to publicly commit their support for your recommendation.

D. Be cautious when you discuss the risks that the organization should consider to gain support without raising possible challenges.

Correct Answer: B

QUESTION 4

Which example is a business case assumption that is most likely to be provided by the IT executive?

A. The expected weighted cost of capital can define the rate of return.

B. The number of personnel can be reduced in the business unit due to automation.

C. IT transaction volumes will grow 10% annually for the next 2 years.

D. The business will outsource customer service to a third party.

Correct Answer: C

QUESTION 5

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 6

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 7

Which option is the recommended scope for a work package?

A. three business capabilities

B. one technical subsystem

C. one major business capability

D. no recommended size

Correct Answer: C

QUESTION 8

Which statement about how Business Model Canvas diagrams are a useful tool is true?

A. They depict the operating procedures for system management.

B. They establish a consensus view among customer executives about the organization strategy and major processes.

C. They decompose the processes for a single department.

D. They identify the bottlenecks within a customer service process.

Correct Answer: B

QUESTION 9

Which option is a governance approach for a project?

A. committee of stakeholder reps

B. measurements of system security

C. operating procedures for data backup

D. status reports on total IT systems

Correct Answer: A

QUESTION 10

Which statement describes a benefit of using scenarios for business transformation?

A. They allow you to prototype the user interface without full development of all screens.

B. They give the customer a way to relate needs and potential benefits through example situations.

C. They increase your influence with the customer, because scenarios selectively show your industry insight.

D. They show the customer what is possible with the latest version of your technology solutions.

Correct Answer: B

QUESTION 11

Which statement about implementation timelines is true?

A. They should allow for the shortest total project elapsed time, regardless of risk.

B. They should have a good balance across a variety of business groups.

C. The timing should be realistic, given the scope, budget, risk, and potential benefits.

D. The duration should be set by a single executive sponsor so that accountability is easiest to determine.

Correct Answer: C

QUESTION 12

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

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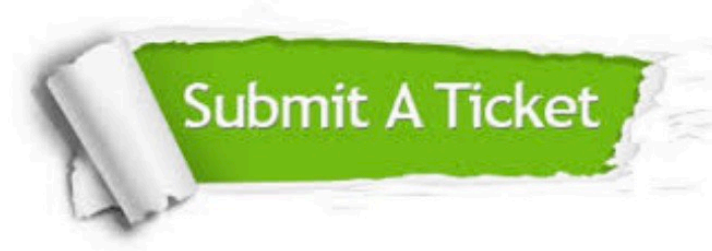Multi-Platform capabilities - Windows, Mac, Android, iPhone, iPod, iPad, Kindle

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