



840-423^{Q&As}

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QUESTION 1

The customer has previously implemented a Cisco network management solution. You have an opportunity to improve security and threat detection. Which approach is an appropriate way to tie together the benefits of the solutions?

- A. Explain how the security software leverages underlying capabilities of the network management solution.
- B. Describe how proprietary technology elements provide the customer with the most advanced solution, which eliminates risk to a business unit.
- C. Identify the financial benefits not yet realized with the network management solution, and ensure they can be attained through the security solution.
- D. Select the top five value-added aspects of the security solution, and model the financial benefit under three scenarios. This exercise gives insight into possible levels of benefit.

Correct Answer: A

QUESTION 2

Which statement about Partner capabilities combined with Cisco solution elements is true?

- A. They are a recommended way to reduce solution cost.
- B. They are a required element for proposals that involve implementation of the solution.
- C. They are a recommended way to lower risk, by retaining scope of effort within the control of Cisco or the Partner.
- D. They provide a way to meet customer or industry-specific needs, beyond the general Cisco core offerings.

Correct Answer: D

QUESTION 3

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 4

Which option describes what a change leader is responsible for?



- A. telling people how they should do their work
- B. assigning key people to be role models
- C. planning to fill open jobs
- D. deciding how to give out favors

Correct Answer: B

QUESTION 5

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

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