



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 approach is recommended when you justify a solution?

- A. Support solutions that can be fully implemented with current capabilities on the IT staff.
- B. Give extra weight to projects that give the business unit responsibility for risky activities.
- C. Bring the IT and business executives together where possible to forge a unified viewpoint.
- D. Push investments out to the future, where possible, to delay larger investments.

Correct Answer: C

QUESTION 3

Which action is the recommended way to mitigate or minimize risks?

- A. Assign the most experienced resource to a single risk item.
- B. Add customer IT personnel to the project team so that they can bear responsibilities along with Cisco and the Partner.
- C. Rate the priority and potential impact from risks and assign resources accordingly.
- D. Include more capabilities in the solution to reduce risks without concern about the cost or timeframe impacts.

Correct Answer: C

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 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

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