

840-425^{Q&As}

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QUESTION 1

Which three options are the purpose of change management? (Choose three.)

- A. To guarantee risks related to the business need disappear.
- B. To help increase the adoption of the technology solution.
- C. To ensure that standardized methods and procedures are used for efficient and prompt handling of all changes.
- D. To guarantee business risk is managed and minimized.
- E. To ensure that all authorized changes support business needs and goals.

Correct Answer: CDE

QUESTION 2

Which action is the recommended way to address a business constraint on "user training time"?

- A. Create a self-study module and inform users that they are responsible to train themselves as time allows.
- B. Revise the training so that it fits into time available from the busiest users.
- C. Train a core set of users and develop a plan for them to get others to the required level of execution capability.
- D. Extend the project timeline and delay future deployment or the next phase until users are trained.

Correct Answer: C

QUESTION 3

Which two options are additional metrics, beyond KPIs, that can be considered to measure success? (Choose two.)

- A. Price increases.
- B. Reduced implementation timelines.
- C. Customer loyalty.
- D. Technology adoption.

Correct Answer: BC

QUESTION 4

Which two options are benefits of adding Cisco and Partner services to help deliver business outcomes? (Choose two.)

A. Increased OPEX.



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	В.	Reduced	ROL
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- C. Increased profitability.
- D. Increased revenue.
- E. Reduced customer loyalty.

Correct Answer: CD

QUESTION 5

Which option is a benefit of technology adoption?

- A. Customer realizes the benefits stated by Cisco and the partner during the negotiation phase.
- B. Customer gets to replace their old systems and solutions.
- C. Adoption increases sales.
- D. Customer pays only when the technology is adopted.

Correct Answer: A

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