



# 840-425<sup>Q&As</sup>

Executing Cisco Advanced Business Value Analysis and Design Techniques

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### QUESTION 1

Which three options are stages of the Benefit Realization Management? (Choose three.)

- A. Benefits accounting.
- B. Benefits identification.
- C. Benefits roles.
- D. Benefit measurement, ranking and prioritization.
- E. Benefits monitoring and review.

Correct Answer: BDE

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### QUESTION 2

Which option describes what a five forces model shows?

- A. industry players: suppliers, complementers, customers, and competitors
- B. a list of industry trends and drivers for total market growth
- C. the top three competitive advantages owned by each of the major suppliers
- D. an analysis of customer priorities for technology purchase decisions

Correct Answer: A

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### QUESTION 3

How might an understanding of business and technology dependencies assist in the development of a phased implementation roadmap?

- A. By enabling the creation of a risk mitigation plan to mitigate or reduce risk.
- B. By determining the level of technical and business support needed to implement each roadmap component.
- C. By helping to determine the most effective order in which each technology component should be implemented.
- D. By focusing the Solution Architect onto the most mission-critical aspects of the solution first.

Correct Answer: C

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#### QUESTION 4

Which option can assist with determining technology requirements arising from a customer initiative to implement a business process improvement?

- A. Create a Use Case diagram to model the improved business process and from this determine what technology is required.
- B. Use the Business Motivation Model to analyze business and technology requirements for a given initiative.
- C. Undertake an Ishikawa Analysis to determine root causes and determine how technology can resolve these issues.
- D. Perform a gap analysis between "as-is" and "to-be" states to determine what technology will be required.

Correct Answer: D

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#### QUESTION 5

Which options describes a main objective for identifying Cisco Architectures and Smart Solutions early in the sales process?

- A. to give the account team the most elapsed time for closing a sale with the customer
- B. to influence the customer's requirements so that they fit the Cisco solutions portfolio
- C. to provide a baseline for the solutions design activities, and to leverage proven offerings in the Cisco portfolio
- D. to keep the opportunity more focused on standard solutions vs. needing to design out custom or account-specific capabilities

Correct Answer: C

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