



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

Executing Cisco Advanced Business Value Analysis and Design Techniques

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#### QUESTION 1

When you select a solution, which option should guide your decisions?

- A. lowest possible cost
- B. most advanced solution, both technically and for the business operation
- C. an appropriate mix of risk, technology capability, and business capability, based on customer priorities
- D. must fit within the current IT budget

Correct Answer: C

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#### QUESTION 2

Which three benefits will partners see when creating a roadmap that aligns IT initiatives to the customer's business? (Choose three.)

- A. Clear view of investments.
- B. Revenue growth.
- C. Technology adoption.
- D. Competitive advantage.
- E. Increased profitability.

Correct Answer: BCE

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#### QUESTION 3

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

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#### QUESTION 4

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

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#### QUESTION 5

Which three options are real costs of maintaining outdated technology? (Choose three.)

- A. Time to market.
- B. Increased risk.
- C. Capital expenditures.
- D. Upgrade costs.
- E. Total cost of ownership.

Correct Answer: CDE

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