



840-425^{Q&As}

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QUESTION 1

Which statement about assumptions that are defined when you create the business case is true?

- A. They reflect best case situations for obtaining the highest level of benefit.
- B. They are defined to reduce the risk that the customer is unhappy with solution benefits.
- C. They should reflect factors or activities that are not yet known, but require some estimate or basis to develop a credible business case.
- D. They should be validated only with the IT representatives, not with business unit personnel.

Correct Answer: C

QUESTION 2

Which statement about a roadmap is true?

- A. Requirements are subjective and viewpoints are fact.
- B. It can be created earlier in a project, as compared to an architectural blueprint.
- C. It focuses on a broader scope than an architectural blueprint.
- D. It shows a path for projects or initiatives that is consistent with the architectural direction.

Correct Answer: D

QUESTION 3

Which statement describes a benefit of using SWOT analysis?

- A. It allows you to confirm the status of a customer's specific improvement initiatives.
- B. It helps you gain a broader perspective about the customer's strategic situation.
- C. It allows the IT organization to show business leaders that they understand service-level impacts on financial results.
- D. It provides a snapshot of the industry forces, competitors, suppliers, and market leaders.

Correct Answer: B

QUESTION 4



Which option represents a business constraint for a video solution?

- A. The customer does not have enough capacity to deliver video at an acceptable performance level.
- B. Users for the solution are not yet executing new processes for which video is a core capability to improve business results.
- C. The steering committee has not yet seen a demo of the video solution.
- D. Two of the customer's lead architects disagree on the approach for network management.

Correct Answer: B

QUESTION 5

Why is it important for the customer to communicate the plan to deploy an IT solution to his or her organization?

- A. So that the CEO approves the deployment.
- B. So that the Cisco Partner can claim the Software Activation promotion credits.
- C. Because communicating gives the IT organization more relevancy.
- D. Because communicating provides the organization with a vision of the benefits and an expectation to realize the results.

Correct Answer: D

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