

100% Money Back
Guarantee

Vendor:Cisco

Exam Code:820-421

Exam Name:Applying Cisco Specialized Business
Value Analysis

Version:Demo

QUESTION 1

Which would you reflect through a "To-Be" Business Model Canvas?

- A. The customer's desired top capabilities to increase productivity
- B. Detailed process handoff criteria
- C. A recommended organization structure for the IT department
- D. A sequence of projects to deliver new collaboration features for the customer's service reps

Correct Answer: A

QUESTION 2

Which two reflect buy-in to an implementation approach? (Choose two.)

- A. Customer commitment to move forward
- B. Agreement on basics of solutions
- C. Actual benefits are realized
- D. Selections identified for configuring components

Correct Answer: AB

QUESTION 3

Which is true regarding a first pass draft of the business case?

- A. Include a baseline for major costs and benefits, as a starting point for deeper analysis
- B. You should not include costs of services, because resources might not be available to deliver the project
- C. Only start thinking about the first draft once you have a full picture of deployment and transition costs
- D. Ask the customer to commit on a specific deployment schedule, so you can accurately identify the timing of rollout expenses

Correct Answer: A

QUESTION 4

Which statement is true?

- A. A viewpoint and statement of requirements are equivalent in accuracy

- B. Viewpoints describe a stakeholder's preference and desired capability
- C. Requirements can be met, while viewpoints reflect stretch goals that are more difficult to realize
- D. For a viewpoint to be considered, you should confirm at least three stakeholders agree it is a top priority

Correct Answer: B

QUESTION 5

When 802.1X is implemented, how do the client (supplicant) and authenticator communicate?

- A. RADIUS
- B. TACACS+
- C. MAB
- D. EAPOL

Correct Answer: D

QUESTION 6

What is an example of a financial benefit?

- A. More important to senior executives than to mid-level managers
- B. Estimates of value for which the customer finance executive has given you written evidence of agreement
- C. The highest priority impacts available to customers, from implementing an IT solution
- D. Estimates of monetary value which the customer could realize, after paying for the solution costs

Correct Answer: D

QUESTION 7

What two factors could influence the duration of a transition? (Choose two.)

- A. Budget cycle and funding
- B. Capability complexity
- C. The # days it takes to deliver a proposal for a briefing on advanced technology
- D. Availability of IT resources for backup and recovery

Correct Answer: AB

QUESTION 8

Which corresponds to the definition of a blueprint?

- A. A detailed set of plans that describes an overall architectural landscape
- B. A senior executive's personal action plan to drive higher revenues
- C. A list of business goals to be achieved over 6 months or less
- D. A detailed set of plans that describe how available IT staff will be redeployed

Correct Answer: A

QUESTION 9

Which is the preferred aid to help you structure discovery meetings with customers?

- A. IT cost analysis
- B. Business case for the last two proposals
- C. An article with a checklist showing advantages of your product vs.competitors
- D. Strategic Question Asking Framework

Correct Answer: D

QUESTION 10

What relieves a customer's pain points and directly enables business results?

- A. Smart Solutions
- B. Analysis of a customer's value chain
- C. Cisco Validated Designs
- D. Industry best practice Business Model Canvas

Correct Answer: A

QUESTION 11

Which is true, regarding mapping solutions and capabilities?

- A. You should prioritize those capabilities for which Cisco has the biggest competitive advantage over other IT firms
- B. Focus your time and the customer's attention on a few capabilities that make a strong impact
- C. Ask the customer IT leader which capabilities they need more details on , in order to plan installation activities

D. Allocate your project efforts so you can promote the highest number of solution features in a recommendation to the customer

Correct Answer: B

QUESTION 12

What tool would you use as a starting point to identify future capability requirements?

A. Root cause analysis

B. Business motivation model

C. Value chain model

D. A `to-be` business model canvas

Correct Answer: D

To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

Try our product !

100% Guaranteed Success

100% Money Back Guarantee

365 Days Free Update

Instant Download After Purchase

24x7 Customer Support

Average 99.9% Success Rate

More than 800,000 Satisfied Customers Worldwide

Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

Need Help

Please provide as much detail as possible so we can best assist you.

To update a previously submitted ticket:



 <p>One Year Free Update Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <p>Money Back Guarantee To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <p>Security & Privacy We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.