Vendor: Cisco

Exam Code:840-423

Exam Name: Executing Cisco Advanced Business Value Analysis and Design Techniques

Version: Demo

QUESTION 1

Which statement about how Business Model Canvas diagrams are a useful tool is true?

A. They depict the operating procedures for system management.

B. They establish a consensus view among customer executives about the organization strategy and major processes.

C. They decompose the processes for a single department.

D. They identify the bottlenecks within a customer service process.

Correct Answer: B

QUESTION 2

How does a business value approach contribute to the sales process?

A. gives the CIO a blueprint for organizing the IT department

B. provides a framework to align the business strategy and priorities with the processes that are needed to achieve goals

C. ensures that best practices are included in the design of new workflows

D. allows for pieces of a larger project to be designed independently without concern for linkages

Correct Answer: B

QUESTION 3

What is the purpose of a gap analysis?

A. Identify the major capabilities that are needed but are not present today in the operating model.

B. Identify specific problems with execution of the customer\\'s network management process.

C. Define new software that is required for stronger security and threat prevention.

D. Increase the customer\\\'s level of awareness about Smart Solution features and value.

Correct Answer: A

QUESTION 4

Which option is a governance approach for a project?

A. a process for approving changes

B. an annual strategy planning session

C. informal surveys

D. a job description for network architect

Correct Answer: A

QUESTION 5

Who are the two primary users of an implementation strategy? (Choose two.)

A. the technical architect

B. the leaders for training

C. executive sponsor and steering committee

D. the program leader responsible for achieving business results

E. major work package owners

Correct Answer: DE

QUESTION 6

Which statement is a characteristic of future state capabilities?

A. They identify operating practices for a single department.

B. They depict all of the requirements that a customer organization desires (best case).

C. They convey the most important business elements that are needed to achieve goals in the future.

D. They should define very detailed needs for the near-term and high-level needs for one or more years out.

Correct Answer: C

QUESTION 7

Which action should you take when you analyze financial and non-financial factors for a business case?

A. Remain objective, using facts where possible and assumptions where needed.

B. Use assumptions for financial items more heavily, but leave nonfinancial items more general.

C. Ask the customer business executive to sign off on nonfinancial factors because the IT department typically has limited impact on them.

D. Limit communications to only a few nonfinancial factors because they are of little impact on a decision.

QUESTION 8

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

QUESTION 9

Which statement about implementation timelines is true?

A. They should allow for the shortest total project elapsed time, regardless of risk.

B. They should have a good balance across a variety of business groups.

C. The timing should be realistic, given the scope, budget, risk, and potential benefits.

D. The duration should be set by a single executive sponsor so that accountability is easiest to determine.

Correct Answer: C

QUESTION 10

Which statement about Partner capabilities combined with Cisco solution elements is true?

A. They are a recommended way to reduce solution cost.

B. They are a required element for proposals that involve implementation of the solution.

C. They are a recommended way to lower risk, by retaining scope of effort within the control of Cisco or the Partner.

D. They provide a way to meet customer or industry-specific needs, beyond the general Cisco core offerings.

Correct Answer: D

QUESTION 11

Which option is part of an implementation strategy?

A. names of employees and their user IDs

B. completion criteria for major work packages that are dependent on other projects

C. name of the finance rep who is responsible for tracking costs

D. response time requirements for executive quarterly update videos

Correct Answer: B

QUESTION 12

Which action should be done to assess training needs?

A. Ask mangers if their employees need new skills.

B. Look at prior problem tickets.

C. Conduct interviews with people who represent major user roles.

D. Identify where the system is most confusing to use.

Correct Answer: C

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