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Exam : **840-425**

Title : Executing Cisco Advanced
Business Value Analysis and
Design Techniques

Vendor : Cisco

Version : DEMO

NO.1 Which action is the recommended way to mitigate or minimize risks?

- A. Assign the most experienced resource to a single risk item.
- B. Add customer IT personnel to the project team so that they can bear responsibilities along with Cisco and the Partner.
- C. Rate the priority and potential impact from risks and assign resources accordingly.
- D. Include more capabilities in the solution to reduce risks without concern about the cost or timeframe impacts.

Answer: C

NO.2 When you rate the severity of technical constraints, which action should you take for an unexpected obstacle?

- A. Resolve the obstacle as soon as possible to reduce the likelihood that a customer uncovers this new information.
- B. Assess the impact on the solution implementation and benefits to the customer, and then explain the situation in context of the big picture.
- C. Note the obstacle for attention in the next phase of work.
- D. Identify ways to address the problem and choose the lowest cost, fastest option available.

Answer: B

NO.3 Which option describes what is used to measure progress against slated target goals?

- A. Return-on-Investment
- B. Key performance indicator
- C. Net-Present-Value
- D. Critical success factor

Answer: B

NO.4 Which action should be done to assess training needs?

- A. Ask managers 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.

Answer: C

NO.5 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.

Answer: B,D,E

NO.6 Which two options are actions to realize the solution benefits? (Choose two.)

- A. should take into account the relationship with the stakeholder.
- B. should include actions on the way. plus those already identified
- C. should be measured when the solution is deployed
- D. should focus on measurable results

Answer: B,D

NO.7 Which action is the recommended way to describe business unit benefits from upgrading a customer's 2-year old network?

- A. Highlight the improved response time and service level possible.
- B. Relate the increase in reliability and performance to the impact on business activities that are supported by the network.
- C. Describe how the capacity upgrade allows the customer to reduce support headcount within the IT organization.
- D. Focus on the unique aspects of Cisco advanced technology, as compared with the customer's current network.

Answer: B

NO.8 Which option best reflects information that must be captured before you create the business case?

- A. customer's budget and expectations for ROI
- B. estimate of investment required: initial investment, recurring for each period, and specific to a project or component
- C. assessment of the customer's procurement process
- D. detailed analysis of cost savings that results from a pilot

Answer: B

NO.9 Which three options are actions to realize the benefits? (Choose three.)

- A. Progress should be measured once the solution is deployed.
- B. Should take into account the relationship with the stakeholder.
- C. Should focus on measurable results.
- D. May be based on assumptions and risks.
- E. Include actions on the way, plus those already identified.

Answer: C,D,E

NO.10 Which two options are reasons why we are seeing increasing levels of business-led change? (Choose two.)

- A. Because IT solutions are going through a trend of decreasing costs.
- B. Because business requirements are changing rapidly.
- C. Because the technology led change is too expensive.
- D. Because of the disruption created by the megatrends: cloud, mobility, big data, video.

Answer: B,C

NO.11 Which option is a governance approach for a project?

- A. committee of stakeholder reps
- B. measurements of system security
- C. operating procedures for data backup
- D. status reports on total IT systems

Answer: A

NO.12 How does IT contribute to facilitate the creation of a business strategy?

- A. By developing applications that represent a broad competitive advantage.
- B. With solutions that have unique functionality, focused in every area of the business.
- C. contracting services that help reduce costs and optimize the budget.

D. using robust technology solutions throughout the organization.

Answer: D

NO.13 Which three options are the features that a KPI must have in order to comply with customer expectations? (Choose three.)

- A. Specific Purpose
- B. Measurable
- C. Achievable
- D. Fair
- E. Understandable
- F. Logical

Answer: A,B,C

NO.14 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.

Answer: C

NO.15 Which statement explains why a requirement is different than a viewpoint?

- A. Requirements are subjective and viewpoints are fact.
- B. Requirements must come from one person.
- C. Requirements state needs and viewpoints are thoughts.
- D. Requirements come from users and viewpoints come from executives.

Answer: C

NO.16 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.

Answer: C

NO.17 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

Answer: C

NO.18 What has to be evaluated in an organization, in order to establish significant KPIs?

- A. Business Process
- B. CANVAS
- C. Capabilities

D. Milestones

Answer: A