

ISLEVER

820-424

Applying Cisco Specialized Business Value
Analysis Skills

DEMO

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QUESTION 1

Which two options are potential ways the business model canvas can help to identify new business opportunities for the customer? (Choose two.)

- A. Allowing departments to think more holistically about their business
- B. Focusing on product benefits rather than product features
- C. Establishing a common language and understanding between different teams and departments
- D. Explaining why Cisco is better than alternative vendors

Answer: AC

QUESTION 2

What are two purposes of the Business Motivation Model? (Choose two).

- A. To develop sales and marketing strategies.
- B. To provide a high level view of the overall business landscape.
- C. To identify factors that motivate the establishing of business plans.
- D. To identify and define the elements of business plans.
- E. To perform capability gap analysis.

Answer: CD

QUESTION 3

What is a business capability?

- A. An organization's capacity to successfully perform a business activity.
- B. A description for a business process leading to a specified outcome.
- C. A view of the business from the perspective of a particular strategy.
- D. An analysis of the organization's value chain.

Answer: A

QUESTION 4

Which three options describe qualities of business capabilities? (Choose three.)

- A. Capabilities are the building blocks of the business
- B. Capabilities represent stable business functions
- C. Capabilities define business goals and objectives
- D. Capabilities are unique and independent from each other
- E. Capabilities provide an understanding of business risk
- F. Capabilities can be used to determine performance targets

Answer: ABD

QUESTION 5

Which three options are business benefits that may be realized from the implementation of business outcomes focused technology intervention? (Choose three.)

- A. Reduced time to market for new products
- B. Reduced number of servers required in the data
- C. Reduced technology management overhead
- D. Improved customer relationships
- E. Improved communications between departments
- F. An increase in the proportion of services delivered in the cloud

Answer: ADE

QUESTION 6

What two options explain why business outcomes focus with your customer is potentially of more value than a technology solutions focus? (Choose two.)

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- A. It tends to allow a greater focus on one specific business silo
 - B. It allows you to align technology to the organization's vision and strategies
 - C. It can combine CAPEX or OPEX models to maximize the TCO
 - D. It ensures greater relevance to the needs of LOB Heads and C level executives
 - E. It provides faster implementation times and TTTV (time to value)

Answer: BD

QUESTION 7

How can Cisco Validated Designs help to support business outcomes?

- A. provide a quick and easy way to implement technology
- B. provide best practice solutions to common business challenges
- C. provide a unique selling point that helps to differentiate from competitors' offerings
- D. increase the perceived value of the proposed solution

Answer: B

QUESTION 8

What two key factors should you consider when determining business objectives and desired outcomes?

(Choose two.)

- A. Business priorities and goals
- B. Cisco architectures and smart solutions
- C. Cisco validated designs
- D. Critical success factors and key performance indicators
- E. Cisco and partner professional services offerings

Answer: AD