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<https://drive.google.com/folderview?id=0BwwEErkugSaLaEdWRIJDQmk4c2M&usp=sharing> QUESTION 71What is the definition of "Cost Structure" in the Business Model Canvas? A. Cost of performing all business activitiesB. Cost of performing IT activitiesC. Cost of performing HR activitiesD. Cost of performing purchasing activities Answer: A QUESTION 72Which option represents a customer pain point? A. Salesperson attrition is higher than competitorsB. The customer's top accounts plan higher budgets next yearC. A competitor to Cisco has a strong relationship with the CEO.D. The company has upcoming contract negotiations with a labor union Answer: A QUESTION 73Which represents a customer opportunity? A. Regulations around the customer's products are being eased, opening up new marketsB. Customer sat is pointing to a problem with warranty supportC. A competitor to Cisco is exiting the marketD. The IT department has more budget to spend on network capacity Answer: A QUESTION 74Which 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. Answer: A QUESTION 75Which 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 QUESTION 76Which action is the recommended way to address a business constraint on "user training time"? A. Create a self-study module and inform users that they are responsible to train themselves as time allows.B. Revise the training so that it fits into time available from the busiest users.C. Train a core set of users and develop a plan for them to get others to the required level of execution capability.D. Extend the project timeline and delay future deployment or the next phase until users are trained. Answer: C QUESTION 77Which statement about a forum for feedback is true? A. It is used to broadcast status.B. It is for managers only.C. It provides a way to exchange positive and negative things that happen.D. It is the best way to announce training. Answer: C QUESTION 78Which option is part of an implementation strategy? A. sequence of major work packages or projectsB. design criteria for meeting security requirementsC. maintenance schedule for hardwareD. anticipated transaction volumes during periods of maximum activity Answer: A QUESTION 79Which statement about SWOT analysis is true? A. Strengths can be turned into competitive advantage by aligning with opportunities.B. Weaknesses most likely can be relieved by higher investment in technology.C. Opportunities indicate details of sales situations that the company has within their pipeline.D. A threat indicates long-term concerns that the customer should address within a three- year period. Answer: A QUESTION 80Which options describes a main objective for identifying Cisco Architectures and Smart Solutions early in the sales process? A. to give the account team the most elapsed time for closing a sale with the customerB. to influence the customer's requirements so that they fit the Cisco solutions portfolioC. to provide a baseline for the solutions design activities, and to leverage proven offerings in the Cisco portfolioD. to keep the opportunity more focused on standard solutions vs. needing to design out custom or account-specific capabilities Answer: C !!!RECOMMEND!!! 1.|2016/11 New 840-425 Exam Dumps (PDF & VCE) 128Q&As Download:
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