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Exam : **840-423**

Title : Executing Cisco Advanced Business Value Analysis and Design Techniques

Version : DEMO

1.Which information is the most important to know early in a business requirements project?
A. the customer's go-to-market approach for generating revenue
B. competitor prices
C. the organizational structure
D. the company's budget for marketing products planned for two years in the future
Answer: A

2.Which action is the recommended way to establish trusted-advisor credibility with a senior business executive?
A. Ask open-ended questions about the organization's priorities and goals.
B. Ask questions about the IT organization's track record for problem resolution.
C. Provide an overview of your sales team's reporting structure and metrics.
D. Ask detailed questions about the process to acquire cloud computing solutions.
Answer: A

3.Which option is a way to validate that you have established credibility with a business executive?
A. Ask an IT stakeholder to inquire with the executive on your behalf.
B. Brainstorm with the internal team to get feedback from peers.
C. Ask the executive whether you could join a future staff meeting and present for 15 minutes.
D. Offer to show the executive a demonstration of the latest security software.
Answer: C

4.Which statement about why stakeholder analysis for a large initiative can be challenging is true?
A. A higher level of politics and uncertainty typically exists with larger initiatives.
B. The IT department most likely has a higher level of influence as compared to other projects.
C. The stakeholder analysis 2x2 framework -- interest vs. power -- only works for small scope projects.
D. It is necessary to assess 90% or more of the stakeholders for an effort.
Answer: A

5.Which statement about discovery meetings for larger scope projects is true?
A. Discovery should be performed to a lower level of detail than for smaller projects.
B. Planning for discovery activities may take more effort, but this step is essential.
C. The project team should be staffed with more subcontractors to keep the costs down.
D. Request that the customer captures a baseline of needs in advance of your work.
Answer: B