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**Exam** : **840-425**

**Title** : Executing Cisco Advanced  
Business Value Analysis  
and Design Techniques

**Version** : DEMO

1.Which three reasons make an organization conduct Business Transformation? (Choose three.)

- A. Slow processes
- B. Poor market-share
- C. Reduced profit
- D. Consumerization
- E. Lack of discipline

**Answer:** A, B, C

2.Which three benefits are derived from Business Transformation? (Choose three.)

- A. become more competitive
- B. establish new customer relationships
- C. generate value
- D. become more creative
- E. accelerate the Go To Market

**Answer:** A, B, C

3.Which two options are true regarding a customer goal? (Choose two.)

- A. A goal is s a desirable business state.
- B. A goal is a future expected outcome or state.
- C. A goal is a milestone to reach.
- D. A goal is a decision or choice.
- E. A goal is a priority that makes a difference.

**Answer:** A, B

4.Why is it important for a Business Value Specialist to identify customer goals?

- A. To define SMART objectives.
- B. To establish an action plan.
- C. To define times and responsibilities.
- D. To analyze risks and a mitigation plan.

**Answer:** A

5.What makes it possible to measure advance progress during Business Transformation?

- A. KPI's
- B. TCO
- C. ROI
- D. ROCE
- E. WACC

**Answer:** A