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### NEW QUESTION 81

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**

### NEW QUESTION 82

Which example is a business case assumption that is most likely to be provided by the IT executive?

- A. The expected weighted cost of capital can define the rate of return.
- B. The number of personnel can be reduced in the business unit due to automation.
- C. IT transaction volumes will grow 10% annually for the next 2 years.
- D. The business will outsource customer service to a third party.

**Answer: C**

### NEW QUESTION 83

Which statement describes a benefit of using scenarios for business transformation?

- A. They allow you to prototype the user interface without full development of all screens.
- B. They give the customer a way to relate needs and potential benefits through example situations.
- C. They increase your influence with the customer, because scenarios selectively show your industry insight.
- D. They show the customer what is possible with the latest version of your technology solutions.

**Answer: B**

### NEW QUESTION 84

Which statement about Partner capabilities combined with Cisco solution elements is true?

- A. They are a recommended way to reduce solution cost.
- B. They are a required element for proposals that involve implementation of the solution.
- C. They are a recommended way to lower risk, by retaining scope of effort within the control of Cisco or the Partner.
- D. They provide a way to meet customer or industry-specific needs, beyond the general Cisco core offerings.

**Answer: D**

### NEW QUESTION 85

Which option represents a business constraint for a video solution?

- A. The customer does not have enough capacity to deliver video at an acceptable performance level.
- B. Users for the solution are not yet executing new processes for which video is a core capability to improve business results.
- C. The steering committee has not yet seen a demo of the video solution.
- D. Two of the customer's lead architects disagree on the approach for network management.

**Answer: B**

#### **NEW QUESTION 86**

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**

#### **NEW QUESTION 87**

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**

#### **NEW QUESTION 88**

Which statement describes the benefit of identifying solution interdependencies?

- A. This shows the customer that you have a strong understanding of the Cisco portfolio.
- B. It greatly shortens the timeframe and number of hours it takes to implement a complex solution.
- C. It allows you and the customer to assess risks and opportunities for situations involving integration and critical prerequisites.
- D. It allows you to see a detailed picture of customer responsibilities across an implementation effort.

Answer: C

#### **NEW QUESTION 89**

Which option is a benefit of communicating a solution in business terms?

- A. The customer is more likely to invest because Cisco or the Partner is committing to a specific level of financial benefit.
- B. The customer IT executive can better identify how the solution affects their headcount for problem resolution.
- C. The customer's business and IT personnel can have improved dialogue about the solution, its impact, and options for deployment.
- D. The lead customer business stakeholder is given a detailed explanation about the value of most advanced technologies.

**Answer: C**

#### **NEW QUESTION 90**

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**

#### **NEW QUESTION 91**

Which option is part of an implementation strategy?

- A. names of employees and their user IDs
- B. completion criteria for major work packages that are dependent on other projects
- C. name of the finance rep who is responsible for tracking costs
- D. response time requirements for executive quarterly update videos

**Answer: B**

#### **NEW QUESTION 92**

Which statement describes why it is important to separate major from minor problems in getting expected benefits?

- A. Major problems are always harder to fix.
- B. Minor problems usually affect more people.
- C. This information is used for system status reporting.
- D. An accurate breakdown allows for putting resource on items with high impact.

**Answer: D**

#### **NEW QUESTION 93**

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