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**Exam** : **820-424**

**Title** : Applying Cisco Specialized  
Business Value Analysis Skills

**Vendor** : Cisco

**Version** : DEMO

NO.1 Which option is a business consideration when determining an organizational change and adoption plan?

- A. IT skills and resources
- B. Outcomes realization
- C. Responsibilities for managing technology
- D. Managing cloud based solutions

**Answer:** B

NO.2 Which tool can be used to help monitor progress against stated targets?

- A. Fishbone analysis
- B. KPI heat map
- C. Outcome process matrix
- D. Power/Influence matrix

**Answer:** C

NO.3 When using the Business Model Canvas, which two options are motivations for creating key partnerships? (Choose two.)

- A. Diversification into niche markets
- B. Optimization and economy of scale
- C. Versatility and innovation
- D. Reduction of risk and uncertainty

**Answer:** B,D

NO.4 Which of the following two options are key points for strengthening a business case? (Choose two.)

- A. Why Cisco solutions have been selected over alternative solutions from other vendors
- B. The solution design and implementation plan
- C. How much money is needed at what points in time?
- D. The key technical value points the solution provides and the links to the financial investment in the business case
- E. Which stakeholders have been interviewed and what are their views?

**Answer:** C,D

NO.5 Which factors should be combined to determine the overall risk priority?

- A. impact and time
- B. impact and readiness
- C. frequency and size
- D. likelihood and impact

**Answer:** D

NO.6 A reference model provides value through which two features? (Choose two.)

- A. Standard set of documentation
- B. Structured approach to aligning business and IT

- C. Diverse vocabulary to describe different situations
- D. Mapping of issues to specific steps in a process flow diagram
- E. Case examples across industry verticals

**Answer:** A,B

NO.7 Which two reflect buy-in to an implementation approach? (Choose two.)

- A. Customer commitment to move forward
- B. Agreement on basics of solutions
- C. The company was able to retire old equipment earlier than expected.
- D. Selections identified for configuring components

**Answer:** A,B

NO.8 Which two options are reasons for a customer to select an X-as-a-service consumption model over an on-premise cloud implementation? (Choose two.)

- A. increased self reliance on internal capabilities
- B. increased flexibility and agility
- C. reduced operational expenditure requirements
- D. reduced capital expenditure requirements

**Answer:** C,D

NO.9 Which two options are desired outcomes of presenting a workshop? (Choose two.)

- A. present findings and gain acceptance to move forward
- B. understand the opinions of specific stakeholders
- C. disseminate information
- D. brainstorm ideas
- E. establish a consensus among a group of stakeholders

**Answer:** C,D

NO.10 Which three options are Building Blocks within the Business Model Canvas? (Choose three.)

- A. Customer Segments
- B. Cash Flows
- C. Key Customers
- D. Customer Relationships
- E. Key Partners
- F. Partner Relationships

**Answer:** A,D,E