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QUESTION 61 Which three benefits will the customer see when the partner creates a roadmap that aligns IT initiatives to their business? (Choose three.) A. Elevate the relevance of the IT department. B. Clear view of IT investments. C. Better alignment between business standard roadmap and IT. D. Revenue growth. E. Technology adoption. Answer: ABC

QUESTION 62 Which three options are potential customer benefits of agreeing regular, formal, follow up meetings post implementation? (Choose three.) A. Improved alignment of project to KPIs. B. Higher quality security management. C. Increased ability to mitigate risk. D. Enhanced end user support services. E. Improved responsiveness to changes in required business outcomes. F. Focus on solutions. Answer: ACE

QUESTION 63 Which three options are potential Cisco and Partner benefits of agreeing to regular, formal, follow-up meetings post implementation? (Choose three.) A. Increased profit margin from the project. B. Increased levels of customer satisfaction. C. Faster time to sale. D. Opportunity to identify further opportunities. E. Opportunity to promote special offers to the customer. F. Closer relationship with the customer. Answer: BDF

QUESTION 64 Which option describes the recommended process for managing service improvement? A. Define what you should measure; Gather, process and analyze the data; Present the information for management decision making; Implement corrective action. B. Take measurements; Make one or more corrective actions; Take new measurements. C. Determine requirements; Gather data; Analyze problems; Report on outcomes. D. Determine requirements; Gather data and analyze data; Take corrective actions; Present management report on outcomes. Answer: A

QUESTION 65 Which option describes a benefit of using a Balanced Scorecard approach to performance measurement? A. Allows project managers to detect and mitigate problems as they arise. B. Indicates the financial return on investment for a project. C. Combines qualitative and quantitative metrics to give a well-rounded view of the performance of a project. D. Allows management to focus their full attention on one outcome at a time. Answer: C

QUESTION 66 Which three options are perceived costs of maintaining outdated technology? (Choose three.) A. Time to market. B. Increased risk. C. Capital expenditures. D. Inefficient processes. E. Total cost of ownership. Answer: ABD

QUESTION 67 Which two categories of services does Cisco and its partners offer to enable business outcomes? (Choose two.) A. Business Services. B. Management Services. C. Migration Services. D. Enablement Services. E. Operational Services. Answer: BD

QUESTION 68 Which two options are benefits of adding Cisco and Partner services to help deliver business outcomes? (Choose two.) A. Increased OPEX. B. Reduced ROI. C. Increased profitability. D. Increased revenue. E. Reduced customer loyalty. Answer: CD

QUESTION 69 What is true regarding Cisco solutions that provide capabilities required to meet the customer's future business needs? A. The current state of technology will provide the capabilities needed by the customer. B. Cisco solutions only provide capabilities for the current state. C. Comparing the current state of technology with capabilities provided by Cisco solutions and services helps identify gaps and provide opportunities for more services and solutions. D. Comparing the current state of technology with capabilities needed by the customer, the partner will confirm if the solutions sold helped solve the problem. Answer: C

QUESTION 70 Which three options are the features that a KPI must have in order to comply with customer expectations? (Choose three.) A. Specific Purpose. B. Measurable. C. Achievable. D. Fair. E. Understandable. F. Logical. Answer: ABC

QUESTION 71 What is the definition of "Cost Structure" in the Business Model Canvas? A. Cost of performing all business activities. B. Cost of performing IT activities. C. Cost of performing HR activities. D. Cost of performing purchasing activities. Answer: A

QUESTION 72 Which option represents a customer pain point? A. Salesperson attrition is higher than competitors. B. The customer's top accounts plan higher budgets next year. C. 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 73 Which represents a customer opportunity? A. Regulations around the customer's products are being eased, opening up new markets. B. Customer sat is pointing to a problem with warranty support. C. A competitor to Cisco is exiting the market. D. The IT department has more budget to spend on network capacity. Answer: A

QUESTION 74 Which 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 75 Which 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 76 Which 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 77 Which 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 78 Which 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 79 Which 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 80 Which 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 More free Lead2pass 840-425 exam new questions on Google Drive:

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