[2017 PDF&VCE New Lead2pass 840-425 Dumps PDF Version Released For Free Downloading (121-140)

Lead2pass 2017 August New Cisco 840-425 Exam Dumps! 100% Free Download! 100% Pass Guaranteed! I'm currently studying for Cisco exam 840-425. I do enjoy studying for exams. It's hard, but it's an excellent forcing function. I learn bits and pieces here and there now and then about this and that, but when I have an exam schedule for a set date, I have to study! And not only do I put in more hours, but I follow a more systematic approach. In this article, I'm going to share Lead2pass braindumps in case you too are studying and this method works for you. Following questions and answers are all new published by Cisco Official Exam Center: https://www.lead2pass.com/840-425.html QUESTION 121Which option describes what extending requirements analysis allows you to do? A.   expand the scope of your projectB.   give you more time to deliver on existing project commitmentsC.   go beyond the initial core requirements, to the next level of need, while also adding in new capabilities and solutionsD.   speed up the procurement process for a cloud-based solutionAnswer: C QUESTION 122Which option describes a reason to document the benefits and risks expected from a business case? A.   to have a basis for the project manager's performance ratingB.   to have a consistent basis for judging the effectiveness of a solutionC.   so that everyone has common understanding of problems that are likely to occur with the first releaseD.   to give the project sponsor a basis to support additional funding for deployment on a larger scale Answer: B QUESTION 123Which statement about how Business Model Canvas diagrams are a useful tool is true? A.   They depict the operating procedures for system management.B.   They establish a consensus view among customer executives about the organization strategy and major processes.C.   They decompose the processes for a single department.D.   They identify the bottlenecks within a customer service process. Answer: B QUESTION 124What is the purpose of a gap analysis? A.   Identify the major capabilities that are needed but are not present today in the operating model.B.   Identify specific problems with execution of the customer's network management process.C.   Define new software that is required for stronger security and threat prevention.D.   Increase the customer's level of awareness about Smart Solution features and value. Answer: A QUESTION 125Which statement about a roadmap is true? A.   Requirements are subjective and viewpoints are fact.B.   It can be created earlier in a project, as compared to an architectural blueprint.C.   It focuses on a broader scope than an architectural blueprint.D.   It shows a path for projects or initiatives that is consistent with the architectural direction. Answer: D QUESTION 126Which approach is recommended when you justify a solution? A.   Support solutions that can be fully implemented with current capabilities on the IT staff.B.   Give extra weight to projects that give the business unit responsibility for risky activities.C.   Bring the IT and business executives together where possible to forge a unified viewpoint.D.   Push investments out to the future, where possible, to delay larger investments. Answer: C QUESTION 127Which option is a governance approach for a project? A.   committee of stakeholder repsB.   measurements of system securityC.   operating procedures for data backupD.   status reports on total IT systems Answer: A QUESTION 128Which statement describes a benefit of using SWOT analysis? A.   It allows you to confirm the status of a customer's specific improvement initiatives.B.   It helps you gain a broader perspective about the customer's strategic situation.C.   It allows the IT organization to show business leaders that they understand service-level impacts on financial results.D.   It provides a snapshot of the industry forces, competitors, suppliers, and market leaders. Answer: B QUESTION 129Which option describes what is used to measure progress against slated target goals? A.   Return-on-InvestmentB.   Key performance indicatorC.   Net-Present-ValueD.   Critical success factor Answer: B QUESTION 130Which option is an external force that act upon a business environment? A.   readinessB.   technologyC.   micro-economicsD.   key trends Answer: C QUESTION 131Which step of the Cisco 9 Step Sales Approach to Outcome-Based Selling is where a Memorandum of Understanding is agreed with the customer? A.   Step 3 Customer ExposureB.   Step 6 Offer and AcceptC.   Step 5 Identify and DesignD.   Step 4 Customer Discovery Answer: B QUESTION 132Which two roles must the sales professional fulfill? (Choose two.) A.   Trusted Advisor.B.   Emotional Coach.C.   Best Friend.D.   Customer Champion Answer: AB QUESTION 133When two options are benefits of a Connected Manufacturing strategy? (Choose two.) A.   large amounts of quantitative data for analysisB.   ability to adapt the supply chain to changing marketsC.   integrated supply chainD.   improved production efficiency and flexibility Answer: D QUESTION 134Which step of the Cisco 9 Step Sales Approach to Outcome-Based Selling is where the contract and SLAKPIs are agreed? A.   Step 6 Offer and AcceptB.   Step 5 Identify and DesignC.   Step 4 Customer DiscoveryD.   Step 7 Proof of Value Answer: D QUESTION 135 Which option describes the win-time-frame which operational managers tend to think in terms of planning? A.   1 ?3 monthsB.   1 ?2 yearsC.   3 ?5 yearsD.   1 ?6 months Answer: B QUESTION 136What are the recommended three steps to mitigate or minimize risks? (Choose three.) A.   ActB.   PrepareC.   ImplementD.   PrioritizeE.   Categorize Answer: BCE QUESTION 137Which option is an indirect finance benefit of the business outcomes safes-based approach? A.   Improved customer satisfactionB.   Reduced CAPEX and OPEXC.   Reduced CAPEX and increased OPEXD.   Increased NPV Answer: A QUESTION 138Which two

options are types of external risks the customer faces? (Choose two.) A.   MarketB.   RegulationC.   ExpensesD.   Savings
Answer: AB QUESTION 139Which two options are recommended steps for building business acumen? (Choose two.) A.
Complete an industry-recognized certification.B.   Talk with key stakeholdersC.   Attend industry conferences and interest groups.
D.   Develop a strong understanding of Cisco industry solutions. Answer: C QUESTION 140How can you gain customer credibility
regarding the benefits of the solution proposed? A.   What a cost / benefit analysis of the solutionB.   By proposing measurable
objectivesC.   Advising the customer that the proposed solution is completeD.   Presenting a detailed solution design Answer: A
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