

[Nov-2016-NewFree 840-425 Dump PDF Offered by Braindump2go[61-70]

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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QUESTION 66 Which three options are perceived costs of maintaining outdated technology?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

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