



ITTEST

QUESTION & ANSWER

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Exam : **820-422**

Title : Performing
Business-Focused
Transformative Architecture
Engagements

Version : DEMO

1.Which is an internal record and something you should review prior to a Transformative Networking engagement?

- A.Article on the customer's new CIO, published on an IT web site
- B.Research on trends for IT budgets in your customer's industry
- C.Customer presentation from a cloud computing conference
- D.Your company's product proposals and customer decisions from the past year

Answer:D

2.In preparing for a Transformative Networking engagement with a healthcare corporation, which would be a good company-provided source of information?

- A.Notes from your discussion with a previous Cisco account manager
- B.A rating of the bank's loan portfolio risk, published in a local business newspaper
- C.The customer's web site, including a page titled: "Regulatory compliance efforts"
- D.Status reports from your latest major services effort delivered to the customer

Answer:C

3.What does Transformative Networking enable customers to do?

- A.Execute a complete network lifecycle management process
- B.Identify hardware that is obsolete and no longer supported within current contracts
- C.Align technology architecture to their business architecture
- D.Prepare a detailed plan to integrate an acquisition's sales application with the company's current system

Answer:C

4.Which is the reason to defer start of an architecture engagement with a retail industry customer?

- A.You do not know this year's budget for network upgrades
- B.A start-up which sells sensors for supply chain processes is rumored to be on Cisco's acquisition list.You are unsure whether this is true
- C.The company at risk for regulatory fines, due to a security breach one of their alliance partners
- D.A new CIO has been announced, and will start in 2 months.You have access to other IT senior staff in two weeks

Answer:D

5.What is the preferred way to gain insight into the current cash position and financial condition of a privately-owned customer?

- A.Research their results by looking for details about their stock price
- B.Search for interviews with company leaders, or articles on the industry, published within the past six months
- C.Run a credit check
- D.Secure a copy of last year's annual report

Answer:B

6.What does focusing on Cisco Architectural Plays allow you to do?

- A.Explain how your solutions include the latest available technologies

- B. More easily talk about detailed product features
- C. Propose products and services that give the most relief of quota
- D. Describe solutions which link to customer's needs for business value

Answer: D

7. In a Cisco Unified Communications Manager 8.0 cluster, how is database replication accomplished for run-time data?

- A. Replication is through a master database from publisher to all active subscribers.
- B. Replication is a mesh from subscriber to subscriber and subscriber to publisher.
- C. Replication is a hybrid using both a hierarchical and mesh process.
- D. Replication is a push from subscriber to publisher.

Answer: B

8. When should you quote a price for a maintenance contract?

- A. When presenting the workshop deliverable
- B. You should not mention this within scope of the TN engagement
- C. When presenting findings from the Discovery phase
- D. Early in the engagement, but only with CxO level clients

Answer: B

9. In the Transformative Networking workshop, when is it appropriate to use a PowerPoint presentation?

- A. During the initial meeting with a senior executive
- B. During the overview of market trends and Cisco architectures
- C. To support demonstration of the latest video technology
- D. To facilitate an interactive discussion with a small group

Answer: B

10. Transformative Networking provides Cisco with the opportunity to do what?

- A. Align Cisco Solutions with customer business priorities
- B. Sell more Cisco products for which there are extra sales bonuses available
- C. Describe how Cisco acquisitions fit into the company's strategy
- D. Advise the customer on selection of an ISV for a new inventory system

Answer: A