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2017 July CISCO 820-424 Exam Dumps with PDF and VCE New Updated in www.Braindump2go.com Today!100% Real 820-424 Exam Questions! 100% 820-424 Exam Pass Guaranteed! 1.|2017 New 820-424 Exam Dumps (PDF & VCE) 156Q&As Download:https://www.braindump2go.com/820-424.html 2.|2017 New 820-424 Exam Questions & Answers Download: https://drive.google.com/drive/folders/0B75b5xYLjSSNVEJIeVNEbWRtVWM?usp=sharing QUESTION 41Which are two strategies for maximizing benefits realization for the customer with respect to stated outcomes? (Choose two.) A. ensure critical success factors and key performance indicators are validated and signed off by the customer prior to designing the solutionB. work alongside the customer to provide a high quality user adoption planC. ensure all risks are completely mitigatedD. run multiple pilots to gain valuable user feedback Answer: AB QUESTION 42Which three options are examples of operational outcomes? (Choose three.) A. Availability of end user supportB. Increased quality of service for managersC. Standardized tools and processesD. Better quality management decision makingE. Increased automationF. Increased infrastructure resiliency Answer: CEF QUESTION 43Which option provides best practice guidance for implementing a governance process for technology implementation? A. SWOTB. TOGAFC. ITILD. PMP Answer: B QUESTION 44Which two options show how regular post-implementation business reviews with the customer assist with governance best practice? (Choose two.) A. by providing a forum for learning about new or changed business requirementsB. by providing a forum for selling additional products and servicesC. by providing a way to regularly review actual performance against targets set and (if necessary) agree mitigating actions D. by providing a way to develop and enhance the relationship with the customer's business and technical decision makers Answer: AC QUESTION 45Which two post-sales activities can be used to identify new opportunities and capabilities to support the customer? (Choose two.) A. as a way to learn about new or changed customerB. as a forum for promoting Cisco architecturesC. as a mechanism for validating the ROI for technologyD. as a way to advertise current promotions and special offers Answer: AC QUESTION 46Which is a benefit from establishing credibility with multiple customer stakeholders? A. You increase the odds of gaining an advocate for the largest cost alternative you can offer the customer.B. This shows your #1 priority is to build friends and allies.C. You build a basis for gaining insight into a range of customer viewpoints or priorities.D. You gain influence with the IT Executive, since they alone can help you displace a competitor. Answer: C QUESTION 47Which statement best describes inside policy based NAT? A. Policy NAT rules are those that determine which addresses need to be translated per the enterprise security policy.B. Policy NAT consists of policy rules based on outside sources attempting to communicate with inside endpoints. C. These rules use source addresses as the decision for translation policies.D. These rules are sensitive to all communicating endpoints. Answer: A QUESTION 48Which is an appropriate way to gain data useful for analyzing stakeholder support and power? A. Benchmark study.B. Analyze win rates for the past 10 proposals you made to the company.C. Focus group with a team of customer executives.D. Business Motivation Model. Answer: C QUESTION 49Which is the preferred aid to help you structure discovery meetings with customers? A. IT cost analysis.B. Business case for the last two proposals.C. An article with a checklist showing advantages of your product vs.competitors.D. Strategic Question Asking Framework. Answer: D QUESTION 50When discovering requirements, which behavior is appropriate? A. End meetings earlier than planned to show a sense of urgencyB. Avoid taking notes, since you can always return for a follow upC. Answer customer questions with details and numbers, to convince them you know what they needD. Actively listen to the customer's comments and effectively take notes Answer: D !!!RECOMMEND!!! 1.|2017 New 820-424 Exam Dumps (PDF & VCE) 156Q&As Download: https://www.braindump2go.com/820-424.html 2.|2017 New 820-424 Study Guide Video: YouTube Video: YouTube.com/watch?v=GyeCXGUJXEE