Vendor: Cisco

Exam Code: 820-422

Exam Name: Performing Business-Focused Transformative Architecture Engagements

Version: DEMO

QUESTION 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

QUESTION 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

QUESTION 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B. Identify hardware that is obsolete and no longer supported within current contracts.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

QUESTION 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

QUESTION 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

QUESTION 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

QUESTION 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

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

A. When presenting the workshop deliverable.
B. You should not be 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

QUESTION 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

QUESTION 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

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