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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 1Which two options are qualities of the guardian stakeholder decision making style? (Choose two.) A.   Formal processB.   Fact-basedC.   CautiousD.   Middle-of-the-road Answer: BC QUESTION 2Which two options describe the qualities of a transactional leadership style? (Choose two.) A.   Democratic in natureB.   Leader provides rewards and incentivesC.   Involves high level of communicationD.   Motivate through encouragement Answer: AB QUESTION 3When using the Business Model Canvas, which two options would justify dividing customers into multiple customer segments? (Choose two.) A.   They purchase online or in-storeB.   They are reached through different distribution channelsC.   They use CAPEX or OPEX models for financing their purchasesD.   They are willing to pay for different aspects of the offerE.   They require different levels of customer service Answer: BD QUESTION 4Which of the business model canvas building blocks should normally be considered first? A.   Customer RelationshipsB.   Customer SegmentsC.   Value PropositionsD.   Key Activities Answer: B QUESTION 5When using the Business Model Canvas, which two options are motivations for creating key partnerships? (Choose two.) A.   Diversification into niche marketsB.   Optimization and economy of scaleC.   Versatility and innovationD.   Reduction of risk and uncertainty Answer: BD QUESTION 6How can a customer-centric business model design help uncover new business opportunities? A.   It can uncover inefficient processes which the organization may be able to make more efficient through the use of technology.B.   It allows the organization to focus more on its sales and marketing strategy.C.   It assists with understanding how technology relates to the products and services that the organization provides.D.   It can uncover new or additional customer needs for which the organization may be able to innovate new products and services. Answer: D QUESTION 7Which two options are potential ways the business model canvas can help to identify new business opportunities for the customer? (Choose two.) A.   Allowing departments to think more holistically about their business B.   Focusing on product benefits rather than product featuresC.   Establishing a common language and understanding between different teams and departmentsD.   Explaining why Cisco is better than alternative vendors Answer: AC QUESTION 8What are two purposes of the Business Motivation Model? (Choose two). A.   To develop sales and marketing strategies.B.   To provide a high level view of the overall business landscape.C.   To identify factors that motivate the establishing of business plans.D.   To identify and define the elements of business plans.E.   To perform capability gap analysis. Answer: CD QUESTION 9What is a business capability? A.   An organization's capacity to successfully perform a business activity.B.   A description for a business process leading to a specified outcome.C.   A view of the business from the perspective of a particular strategy.D.   An analysis of the organization's value chain. Answer: A QUESTION 10Which three options describe qualities of business capabilities? (Choose three.) A.   Capabilities are the building blocks of the businessB.   Capabilities represent stable business functionsC.   Capabilities define business goals and objectivesD.   Capabilities are unique and independent from each otherE.   Capabilities provide an understanding of business riskF.   Capabilities can be used to determine performance targets Answer: ABD !!!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