

# PASSTCERT

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- B.Identify hardware that is obsolete and no longer supported within current contracts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

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**