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- B. Identify hardware that is obsolete and no longer supported within current contracts.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