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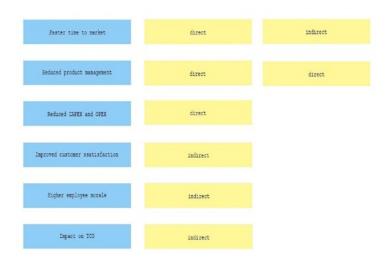
New Updated 810-403 Exam Questions from PassLeader 810-403 PDF dumps! Welcome to download the newest PassLeader 810-403 VCE dumps: http://www.passleader.com/810-403.html (175 Q&As) Keywords: 810-403 exam dumps, 810-403 exam questions, 810-403 VCE dumps, 810-403 PDF dumps, 810-403 practice tests, 810-403 study guide, 810-403 braindumps, Selling Business Outcomes Exam NEW QUESTION 131Which option is the primary goal in business outcome-based selling? A. improving agility and the ability to deploy innovative services for end usersB. developing and enabling new business processes, markets, and customer interactionsC. taking advantage of new technology to increase business relevanceD. using next-generation IT to increase service quality and reduce risk, complexity, and costs Answer: B NEW QUESTION 132Which three areas are covered by the Business Model Canvas in order to understand the customer's business context? (Choose three.) A. Customer RelationshipsB. Development PlanC. Value PropositionD. Revenue StreamsE. Key PoliciesF. Analysis Answer: ACD NEW QUESTION 133Which option describers Return on Investment (ROI)? A. a percentage of dividing net return from a technology solution by the cost of that technology solution B. a percentage of dividing total investment from a technology solution by the cost of that technology solution C. a percentage of dividing net return from a technology solution by the margin of that technology solution D. a percentage of dividing present value from a technology solution by the cost of that technology solution Answer: A NEW QUESTION 134Which option is a primary reason for using the Cisco Services Solution story with customers? A. to provide a clear way to discuss services that all customers needB. to raise awareness of Cisco Services relevancy to go beyond break/fix supportC. to enhance the sales experience for an account managerD. to raise customer expectations of possible outcomes from larger IT investments Answer: C NEW QUESTION 135When selling business outcomes, which two key factors must be considered in relation to the achievement of the outcomes? (Choose two.) A. metrics and measurementB. project management milestonesC. specific timeframe and milestonesD. communication procedures Answer: AC NEW QUESTION 136Which resource can a sales person incorporate into the business outcome story? A. Include a detailed business strategic planB. Describe the project definition.C. Explain technology innovations.D. Identify the customers' care-abouts. Answer: D NEW QUESTION 137Which characteristic of the Cisco Internet of Everything has the most impact on business? A. connecting people for measuring the usage trends of servicesB. delivering the services to the right person at the right timeC. leveraging data into more useful information for decision makingD. having physical devices and objects connected to the internet Answer: C NEW QUESTION 138Drag and Drop QuestionDrag and drop the financial benefits on the left to the direct and indirect spaces on the right.

Faster time to market	indirect
Reduced product management	direct
Reduced CAPEX and OPEX	
Improved customer smatisfaction	
Higher employee morale	
Impact on TCO	

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Answer:

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NEW QUESTION 139Which is the main outstanding reason and justification for business outcome-based sales approach? A. Organizations want more from their IT solutions which respect to value, time-to-market, and measurable outcomes.B. Organizations want to improve the chain of value based on the cost of IT solutions they provide.C. Organizations want to develop marketing and communicational strategies in order to sell more efficiently.D. Organizations want to offer a renewed portfolio in order to increase share value. **Answer: A** NEW QUESTION 140Why are customer stakeholders important to the business outcome-based sales approach? A. Because understandingthe concerns, interests, power, and influence of stakeholders enables successful stakeholder engagement.B. Because stakeholders consists of partners who are either part of the organization or are external to the organization.C. Because stakeholder strategy influence business needs and their involvement in a project to change them.D. Because relevant and potential stakeholders exist across customers' and sales professionals' organizational and functional roles. **Answer: D** NEW QUESTION 141?? Download the newest PassLeader 810-403 dumps from passleader.com now! 100% Pass Guarantee! 810-403 PDF dumps & 810-403 VCE dumps: http://www.passleader.com/810-403.html (175 Q&As)