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2017 July CISCO 810-403 Exam Dumps with PDF and VCE New Updated 810-403 Questions from www.Braindump2go.com Today!100% Real Exam Questions! 100% Exam Pass Guaranteed! 1.|2017 New 810-403 Exam Dumps (PDF & VCE) 231Q&As Download;https://www.braindump2go.com/810-403.html 2.|2017 New 810-403 Exam Questions & Answers Download: https://drive.google.com/drive/folders/0B75b5xYLjSSNWVVlLVpfcHFGUms?usp=sharing   QUESTION 121Which option is a benefit of Cisco enablement resources? A.   the ability to create personalized "briefcases" of contentB.   a single place to find business proposals and instructor-led trainingC.   access to kits of bundled content, including IOS images and moreD.   it enhances the selling process for seller and the customer Answer: D QUESTION 122For which categories can collaboration between the sales professional and the customer achieve business goals? A.   industry markets, technology innovation, and businessincentivesB.   line of business, technology innovation, and business outcomesC.   industry markets,technology innovation, and business outcomesD. line of business, industry markets, and realizedbusiness value Answer: D QUESTION 123Which is a benefit of using the power/influence grid to manage stakeholders? A.   It helps sales professionals to present solutions in the right business or technical language and context.B.   It aligns the stakeholder audience's goals with a good business proposition.C.   It helps move stakeholders from their current to their optimal positions.D.   It ensures that the sales professional identifies the appropriate key performance indicators for outcomes. Answer: C QUESTION 124Which are two reasons customers look for Cisco and its partners' solutions and services? (Choose two.) A.   To explore how technology innovation yields new revenue and lowers costsB.   To help make a retailer aware of a restocking need while more quickly relying on human interactionC.   To help business moreeffectively deploy, absorb, and adopt technologiesD.   To enable customers to complete marketing research as part of their investment fundsE.   To help business reduce the total cost of ownership for IT Answer: AC QUESTION 125Several of the Cisco small business switches allow you to assign roles to ports depending on what device you are connecting. What is this functionality called? Select exactly 1 answer(s) from the following: A.   CDPB.   LLOP-MEDC.   FindlTD.   SmartPorts Answer: D QUESTION 126Which two communications or interpersonal skills are critical for an Enterprise IT Business Specialist? (Choose two.) A.   Ability to build relationshipsB.   Ability to explain design decisions in multiple languagesC.   Ability to plan and schedule complex data migration D.   Ability to influence othersE.   Ability to interpret financial statements Answer: AD QUESTION 127What is a primary benefit of asking questions to stakeholders who do not have strong decision authority over project funding, but who do have relevant experience? A.   It shows them that you are interested in their opinions.B.   The more data, the better.C.   It can find requirements or opportunities that are relevant to future discussions.D.   It shows the decision makers you are taking the initiative to get input from people that they might not have identified for interviews. Answer: C QUESTION 128Which is a good technique to demonstrate the value of technology so that stakeholders can understand what is possible? A.   Developing business scenariosB. Performing gap analysisC.   Defining the as-is or current state of an enterprise process or operationD.   Comparing technical features of different solutions Answer: A QUESTION 129What impact on business can cloud technologies provide? A.   Reducing travel expenses and enhancing productivityB.   Reducing application's response time to streamline transactions and getting better customer and employee satisfactionC.   Reducing project riskD.   Improving green brand awareness Answer: C QUESTION 130 What method is recommended for mapping out an organization's current processes and to design future processes? A.   Drawing a business model diagramB.   Querying relational databasesC.   Writing detailed descriptionsD.   Drawing hierarchical matrixes Answer: A !!!RECOMMEND!!! 1.|2017 New 810-403 Exam Dumps (PDF & VCE) 231Q&As Download; **https://www.braindump2go.com/810-403.html** 2.|2017 New 810-403 Study Guide Video: YouTube Video: YouTube.com/watch?v=YfB2x_NhaTI