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2016/11 New 840-425: Executing Cisco Advanced Business Value Analysis and Design Techniques Exam Questions Updated Today!Free Instant Download 840-425 Exam Dumps (PDF & VCE) 128Q&As from Braindump2go.com Today! [100% Real Exam Questions! 100% Exam Pass Guaranteed!](#) 1.|2016/11 New 840-425 Exam Dumps (PDF & VCE) 128Q&As Download: <http://www.braindump2go.com/840-425.html> QUESTION 41Which three options are recommendations to implement change management? (Choose three.) A. Involve real influencers that help create engagement and support change.B. Deliver and communicate real business benefits periodically.C. Consider change has been accepted when it becomes part of the day to day operations.D. Only deploy the solution when 100% of the stakeholders agree.E. Consider change has been accepted when the partner has signed off the project. Answer: ABC QUESTION 42Which two options best describes sales leadership role during outcome-based selling? (Choose two.) A. Ensuring the stakeholders are empowered to make the sales decisions.B. Providing an understanding of the average ticket size of the customer.C. Providing visionary leadership.D. Helping the systems engineers construct the appropriate BOM.E. Allowing the sales team to forecast with an understanding of where the customer is in the buying process. Answer: CE QUESTION 43Which three options are characteristics of Change Leadership? (Choose three.) A. Creating a shared vision.B. Creating a unique vision.C. Encouraging and empowering people to act.D. Addressing the emotional dimension.E. Solving the customer problems. Answer: ACD QUESTION 44What is the 360 degree feedback process? A. Process to collect feedback from the sales force regarding the effectiveness of the solutions.B. Process to collect feedback from multiple sources, aiming for accelerating user adoption of the Cisco solutions.C. Process to require feedback to Cisco from multiple customers.D. Process that Cisco executes every quarter to ask customer about partner feedback. Answer: B QUESTION 45Which three options are skills and behaviors that could be measured using the 360 degree feedback process? (Choose three.) A. Strategic thinking.B. Managing and leading change.C. Sales quota achievement.D. Influencing others.E. Attachment and renewal rates. Answer: ABD QUESTION 46Which are the features that a KPI must have in order to have better impact on the organization goals? A. Clear and specific KPIsB. Several KPIs to measure every processC. Complex KPIsD. Risky but transformative Answer: A QUESTION 47Which three reasons make an organization conduct Business Transformation? (Choose three.) A. Slow processesB. Poor market-shareC. Reduced profitD. ConsumerizationE. Lack of discipline Answer: ABC QUESTION 48Which three benefits are derived from Business Transformation? (Choose three.) A. become more competitiveB. establish new customer relationshipsC. generate valueD. become more creativeE. accelerate the Go To Market Answer: ABC QUESTION 49Which two options are true regarding a customer goal? (Choose two.) A. A goal is s a desirable business state.B. A goal is a future expected outcome or state.C. A goal is a milestone to reach.D. A goal is a decision or choice.E. A goal is a priority that makes a difference. Answer: AB QUESTION 50Why is it important for a Business Value Specialist to identify customer goals? A. To define SMART objectives.B. To establish an action plan.C. To define times and responsibilities.D. To analyze risks and a mitigation plan. Answer: A !!!RECOMMEND!!! 1.|2016/11 New 840-425 Exam Dumps (PDF & VCE) 128Q&As Download:<http://www.braindump2go.com/840-425.html> 2.|2016/11 New 840-425 Exam Questions & Answers: YouTube Video: [YouTube.com/watch?v=Qps39YSHjBY](https://www.youtube.com/watch?v=Qps39YSHjBY)