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2016.08 Cisco Official New Updated 810-403: Selling Business Outcomes Exam Questions! Free Instant Download 810-403 PDF & 810-403 VCE 175Q&As Dumps Offered by Braindump2go.com Today!100% Real Exam Questions! 100% Exam Pass Guaranteed! NEW QUESTION 51 - NEW QUESTION 60: 1.[2016.08 Latest 810-403 PDF & 810-403 VCE 175Q&As Dumps:<http://www.braindump2go.com/810-403.html>2.[2016.08 810-403 New Exam Questions & Answers:<https://drive.google.com/folderview?id=0BwwEERkugSaLaHZtM0JHNGVnTVk&usp=sharing> QUESTION 51 Which type of organizational goals do key performance indicators measure? A. tactical B. financial C. strategic D. technological Answer: A QUESTION 52 What is a key differentiator of the Cisco Data Analytics market solution? A. It manages a higher volume of data than the competition. B. It sets new standards for data capture and storage. C. It includes a new Cisco category of cloud applications. D. It offers an end-to-end industry platform. Answer: D QUESTION 53 Which two elements must you consider when you propose technology solutions? (Choose two.) A. cross-functional service offerings B. the current and future state of technology of the customer C. cloud services D. emerging technology platforms E. relevance to business outcomes Answer: BE QUESTION 54 Which tool is recommended to help identify customer responsibilities in one of their business processes? A. BMC chart B. RACE report C. Agile chart D. RACI chart Answer: D QUESTION 55 When shifting to business outcomes, which two of these relevant considerations and premises must be taken into account? (Choose two.) A. Customers want to benefit from new, more flexible consumption models. B. Technology is acquiring more importance. C. Businesses prefer time-to-market acceleration regardless the costs of their IT solutions. D. Business transformation dictates that CEOs and their teams become key partners. E. Customers want solutions that address specific outcomes. Answer: AE QUESTION 56 What is the benefit of understanding stakeholder interests? A. Understanding stakeholder interest helps sales people present solutions in the right business or technical language and context. B. Aligning the message to the audience requires an understanding of stakeholders' audience goals and ensure a good business proposition. C. Matching business needs to outcomes helps sales people present solutions in the right business or technical language and context. D. Aligning business goals and technical goals ensure sales people present solutions in the right business or technical language and context. Answer: A QUESTION 57 According to research, what is the leading reason that technology projects fail? A. poor stakeholder identification and management B. lack of budget C. too many stakeholders D. lack of a business model canvas Answer: A QUESTION 58 Which three sentences are true regarding the stakeholder power grid? (Choose three.) A. It shows relationships of power among executives. B. It displays the risk position of future investments. C. It shows current and optimal future state. D. It is a visual picture. E. It shows quantitative information about stakeholder requirements. F. It shows differences among stakeholders. Answer: CDE QUESTION 59 What is one benefit of using Porter's Value Chain? A. To establish a framework for increasing revenue in the customer business and under project management control. B. To define the way the customer business affects the value to their solutions and services. C. To explain the competitive advantage of the customer business by comparing certain factors available to them. D. To help understand how different facets of the customer business affect their value proposition. Answer: D QUESTION 60 What is ROI? A. It is defined as the financial benefits derived from services and solutions, and it is expressed as a percentage of dividing present value from a technology solution by the cost of that technology solution. B. It is defined as the financial benefits derived from services and solutions, and it is expressed as a percentage of dividing total investment from a technology solution by the cost of that technology solution. C. It is defined as the financial benefits derived from services and solutions, and it is expressed as a percentage of dividing net return from a technology solution by the margin of that technology solution. D. It is defined as the financial benefits derived from services and solutions, and it is expressed as a percentage of dividing net return from a technology solution by the cost of that technology solution. Answer: D!!!RECOMMEND!!! 1.Braindump2go|2016.08 Latest 810-403 PDF & 810-403 VCE 175Q&As Dumps:<http://www.braindump2go.com/810-403.html> 2.Braindump2go|2016.08 810-403 New Exam Questions & Answers: <https://drive.google.com/folderview?id=0BwwEERkugSaLaHZtM0JHNGVnTVk&usp=sharing>