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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 91 - NEW QUESTION 100: 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 91 When uncovering information about the customer, which method can provide a higher volume of data points efficiently? A. workshop B. focus group C. survey D. interview Answer: C QUESTION 92 CSFs define what an organization should be good at. Which two options are characteristics of CSFs? (Choose two.) A. CSFs are quantitative in nature and focus stakeholder relationships B. CSFs describe an element that is needed by an organization or project to reach its goal C. CSFs help link business initiatives or processes with selling, designing, developing, and adopting solutions and services D. CSFs should receive special and continual attention from management in order to help the organization be effective Answer: BD QUESTION 93 Which option has a broad-reaching effect on buying organizations? A. technology plan B. business unit projects C. corporate plan D. operating processes Answer: C QUESTION 94 When you seek customer support for an action, which framework can be used to plan influential communication? A. stakeholder analysis matrix B. seven elements C. principled negotiation D. business model canvas Answer: B QUESTION 95 Which four options are the top-level key areas of the business model canvas? A. products, services, solutions, outcomes B. infrastructure, offerings, customers, finances C. markets, channels, partners, customers D. resources, products, customers, markets Answer: B QUESTION 96 Which two statements partially describe the difference between product-based and outcome-based sales? (Choose two) A. In product-based sales the customer knows the issue and is likely to fix it, in outcome-based sales the customer understands the business goal and what success looks like. B. In product-based sales the customer expects to make product comparisons, in outcome-based sales the customer decides whether to make an investment based on comparing current and future state. C. In product-based sales the customer may or may not be aware of the opportunity or problem, in outcome-based sales the customer will answer questions to clarify pain points. D. In product-based sales the customer wants to hear about multiple solutions, in outcome-based sales the customer does not know value or benefit from a change. Answer: AB QUESTION 97 Which statement is true? A. Cloud services provide opportunities to reduce the cost of maintaining outdated technology. B. Cloud services are required by all companies who want to be competitive. C. Cloud services cost more in the long run. D. Cloud services take more resources to implement. Answer: A QUESTION 98 Which option is the outcome when you compare the current state of technology with the capabilities of emerging technologies? A. Create a plan to migrate using cloud technologies. B. Identify gaps that provide opportunities for new services and solutions. C. Identify gaps for upgrading Cisco products. D. Identify the new stakeholders. Answer: B QUESTION 99 KPIs are quantitative measurement of progress against the tactical goals of an organization. Which are three characteristics of KPIs? (Choose three.) A. KPIs must be strategic and tactical in nature B. KPIs can be financial, managerial, or operational C. KPIs measure progress against goals D. KPIs are set according to priorities: magnitude and urgency E. KPIs define what needs to happen to achieve desired results in the time, budget, and level of expected quality Answer: BCE QUESTION 100 Which option is a structured way to understand business landscape and context? A. business model canvas B. business outcomes canvas C. business model outcomes D. business canvas approach Answer: A !!!RECOMMEND!!!
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