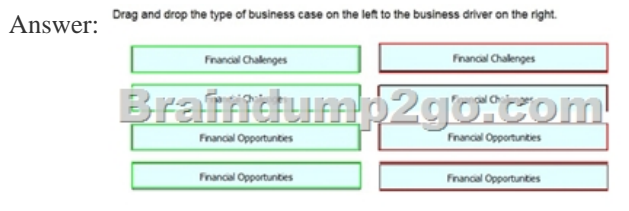
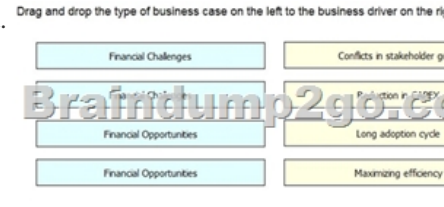


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2016.08 Cisco Official New Updated 810-403: Selling Business Outcomes Exam Questions! Free Instant Download 810-403 PDF & 810-403 VCE 175Q&As Dumps Offered by Braindump2go.com Today!100% Real Exam Questions! 100% Exam Pass Guaranteed! NEW QUESTION 41 - NEW QUESTION 50: 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=0BwwEERkugSaLaHZtMOJHNGVnTVk&usp=sharing> QUESTION 41 Drag and Drop Question Drag and drop the type of business case on the left to the business driver on the right.



QUESTION 42 Which two options are valid combinations of tactic and audience you can use to create your business outcome message? (Choose two.) A. Tactic: Use evidence; Audience type: Critical. B. Tactic: Use evidence; Audience type: Uninformed. C. Tactic: Build a bond; Audience type: Sympathetic. D. Tactic: Build a bond; Audience type: Hostile. E. Tactic: Acknowledge the view; Audience type: Critical. Answer: AC QUESTION 43 Which one of the following solutions enable business outcomes in the financial industry? A. Multilayer Switching. B. Remote Expert. C. Plant Floor Control Network. D. Internet of Everything. E. Medianet. Answer: B QUESTION 44 In a cloud implementation scenario, what does the sales professional must take into consideration regarding the revenue of a business outcomes selling? A. Revenue from this model could increase in a 25%. B. Revenue from this model is immediate. C. Revenue from this model is realized over a longer period of time. D. Revenue from this model is three times bigger than in the traditional product selling. Answer: C QUESTION 45 Which two elements that are associated with customer interaction is the Seven Elements Framework used to plan? (Choose two.) A. general communications. B. high-impact negotiations. C. business concepts. D. prior solutions considered. E. seller's authority for pricing. Answer: AB QUESTION 46 What should sales professionals do to ensure that business outcomes support what the customer brings to the market? A. Make a list of the CSFs and KPIs of the organization. B. Interview the different stakeholders and confirm with them. C. Understand the customer's services portfolio. D. Understand the customer's value proposition. Answer: D QUESTION 47 Which option lists the top four technology trends that affect all enterprise business decisions? A. security, big data, mobile, Internet. B. mobility, social, data, security. C. social, mobility, analytics, cloud. D. cloud, security, BYOD, big data. Answer: C QUESTION 48 At what three major levels can Cisco and its partners provide outcomes? (Choose three.) A. strategic level. B. operational level. C. technology innovation level. D. executive level. E. business level. Answer: BCE QUESTION 49 Which are four considerations to have in mind when communicating the business outcomes story? (Choose four.) A. Share your findings about stakeholder analysis with the audience. B. Structure the content to the audience ?one size does not fit all. C. Address key motivators, business drivers, and the value that business outcomes bring to the customer. D. Prioritize lines of business, strategic plan and operating issues. E. Create the presentation in terms that the audience understands. F. Use consistent formats and designs that the audience is familiar with. Answer: BCEF QUESTION 50 How does an open plan volume licensing model works? A. It does not specify individual users, so any user can access the service. B. It provides the organization with an agreed number of users. C. The costs are directly related to usage, not quantity of users. D. The enterprise pays as it acquires services. Answer: D!!!RECOMMEND!!!
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