This page was exported from - Latest Lead2pass Dumps For Sharing
Export date: Thu Mar 28 16:46:20 2024 / +0000 GMT

[January 2018 Easily Pass 810-403 Exam With Lead2pass New Cisco 810-403 Brain Dumps 231q

Easily Pass 810-403 Exam With Lead2pass Updated Cisco 810-403 Dumps: https://www.lead2pass.com/810-403.html QUESTION 1Which option is a key concept of the unique Cisco sales approach? A. Add as many new Cisco technologies to the solution that meet customer needs.B. Start driving outcomes for customers, and go beyond selling and implementing technology solutions.C. Put together the most logical set of services for the customer.D. Engage in dialog about customer needs and new technologies.Answer: B QUESTION 2Cisco solutions and services are related to every kind of outcomes. Which is the goal of business outcomes? A. To enable CXOs or Line of Business leaders to grow revenues, lower operating costs and achieve strategic business objectivesB. To help customers establish new technology or evolve current functionalityC. To help customers operate, manage and optimize technology environment more effectivelyD. To take advantage of new technology to increase business relevance Answer: A QUESTION 3Which option is a main benefit that Cisco Partners bring to the table for customers? A. Cisco expertise and the ability to have specializations in certain practice areasB. a large customer base for which to sell Cisco servicesC. relationships with key Cisco personnelD. additional teams to implement solutions in a timely manner Answer: A QUESTION 4 Which two benefits does IT as a Service provide to the customer? (Choose two.) A. Reduced OPEX.B. Reduced CAPEX.C. Reduced ROI.D. Reduced TCO.E. Reduced Chargeback. Answer: BD QUESTION 5Which categories can collaboration help achieve business goals for the customer? A. Innovation, Industries, Incentives.B. Line of Business, Vertical, Business Outcome. C. Industry markets, Business Outcome, Technology Innovation.D. Line of Business, Vertical, Business Value. Answer: D QUESTION 6Which connection would be used to describe ads that a smartphone sends as a person walks around a retail store? A. machine-to-machineB. business-to-consumerC. machine-to-personD. sensor-to-device Answer: C QUESTION 7Which options are three examples of Critical Success Factors? (Choose three.) A. Increasing manufacturing efficiency at a rate above increases in suppliesB. Attracting and retaining more highly qualified staff versus competitorsC. Providing a holistic perspective to the core business drivers and business outcomesD. Matching customer retention rate to customer retention objectiveE. Selling a greater share of profitable products to our customers Answer: ABE QUESTION 8Which two dimensions are used in the stakeholder power grid? (Choose two.) A. Influence/AuthorityB. Power/InfluenceC. Interest/EmpathyD. Interest/SupportE. Consensus/Support Answer: BD QUESTION 9According to Cisco and related to customers, which is the one and only outstanding reason and justification for business outcome-based sales approach? A. Executives are interested in satisfying customers' needs and requirements.B. Managers and supervisors are committed to close the quality of service gap.C. Stakeholders are interested in being considered when developing and assessing business outcomes.D. Customers are interested in solutions and services that result in measurable outcomes. Answer: D QUESTION 10Which are the four types of requirements for aligning outcomes to business needs? A. Business, Functional, Strategic,TacticalB. Strategic, Tactical, Operational, ProceduralC. Functional, Operational, Administrative, StrategicD. Business, Technical, Functional, Transitional Answer: D **810-403 dumps full version (PDF&VCE):** https://www.lead2pass.com/810-403.html Large amount of free **810-403** exam questions on Google Drive: https://drive.google.com/open?id=0B3Syig5i8gpDZnQyZnJ2N0lVZDQ