



810-401^{Q&As}

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QUESTION 1

Drag and drop the steps of The Seven Elements framework on the left to the right in sequential order.

Select and Place:

Communications	Target 1
Best Alternative	Target 2
Relationship	Target 3
Interests	Target 4
Commitment	Target 5
Legitimacy	Target 6
Options	Target 7

Correct Answer:



QUESTION 2

Which four options are components of the Seven Elements framework? (Choose four.)

- A. Commitment
- B. Relationship and Distribution
- C. Relationship and Communications
- D. Best Alternative
- E. Interests, Agenda and Normative
- F. Interests, Options and Legitimacy
- G. Alternatives, Opportunities and Legitimacy

Correct Answer: ACDF

QUESTION 3

Which option is a main benefit that Cisco Partners bring to the table for customers?



- A. additional teams to implement solutions in a timely manner
- B. relationships with key Cisco personnel
- C. a large customer base for which to sell Cisco services
- D. Cisco expertise and the ability to have specializations in certain practice areas

Correct Answer: D

QUESTION 4

Which option is most likely to improve interactions with customers?

- A. Understand their communication style.
- B. Understand the goals of their team.
- C. Learn their personal interests.
- D. Know the time available to present the solution.

Correct Answer: A

QUESTION 5

Which element is recommended to align solutions and services to the customer business?

- A. key performance indicator
- B. total cost of ownership
- C. goals and objectives
- D. critical success factor

Correct Answer: D

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