



810-403^{Q&As}

Selling Business Outcomes

Pass Cisco 810-403 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass4lead.com/810-403.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

DRAG DROP

Select and Place:

Drag and drop the type of sale model on the left to the business driver on the right.	
solution selling	value
solution selling	pain points
outcomes selling	needs
outcomes selling	priorities

Correct Answer:

Drag and drop the type of sale model on the left to the business driver on the right.	
	outcomes selling
	solution selling
	solution selling
	outcomes selling

QUESTION 2

Which option is used to describe a customer's vision, mission, strategy, and major initiatives?

- A. business value chain
- B. business model canvas
- C. critical success factor
- D. technology implementation plan

Correct Answer: B

QUESTION 3

Which option is a benefit of Cisco enablement resources?

- A. the ability to create personalized "briefcases" of content
- B. a single place to find business proposals and instructor-led training
- C. access to kits of bundled content, including IOS images and more



D. it enhances the selling process for seller and the customer

Correct Answer: D

Section: (none)

QUESTION 4

Which is a benefit of using the power/influence grid to manage stakeholders?

- A. It helps sales professionals to present solutions in the right business or technical language and context.
- B. It aligns the stakeholder audience's goals with a good business proposition.
- C. It helps move stakeholders from their current to their optimal positions.
- D. It ensures that the sales professional identifies the appropriate key performance indicators for outcomes.

Correct Answer: C

Section: (none)

QUESTION 5

Which three options are customer motivators? (Choose three.)

- A. Achievable Business plan
- B. Shared risks with the vendor
- C. Increased services and solutions
- D. Realizable outcomes
- E. Simplify IT complexity

Correct Answer: BDE

Section: (none)

[810-403 Study Guide](#)

[810-403 Exam Questions](#)

[810-403 Braindumps](#)



To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

Try our product !

100% Guaranteed Success

100% Money Back Guarantee

365 Days Free Update

Instant Download After Purchase

24x7 Customer Support

Average 99.9% Success Rate

More than 800,000 Satisfied Customers Worldwide

Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.pass4lead.com/allproducts>

Need Help

Please provide as much detail as possible so we can best assist you.

To update a previously submitted ticket:



 <p>One Year Free Update Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <p>Money Back Guarantee To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <p>Security & Privacy We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.

Copyright © pass4lead, All Rights Reserved.