



810-403^{Q&As}

Selling Business Outcomes

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QUESTION 1

Which discipline covers analyzing stakeholder expectations and their approach and posture towards technology?

- A. Stakeholder Relationship
- B. Neurolinguistics Programming
- C. Stakeholder Management
- D. Customer Relationship Management

Correct Answer: C

QUESTION 2

Which three options are common business needs across industry verticals? (Choose three.)

- A. Connected Reactive Maintenance
- B. Connected Mobile Workforce
- C. Connected Platforms
- D. CMX Digital Experience
- E. Secure Ops
- F. Connected Enterprise Resources

Correct Answer: BCF

QUESTION 3

Which consumption model provides the organization with an agreed-upon number of authorized users?

- A. Per-seat licensing
- B. Concurrent-use licensing
- C. Volume licensing
- D. Pay As You Go

Correct Answer: A

Section: (none)



QUESTION 4

Which two options are features of Cisco SalesConnect? (Choose two.)

- A. Ability to create personalized "briefcases" of content that you can save once, and access from any device.
- B. Single place to find business proposals and instructor led training related to Cisco Partners.
- C. Access to kits of bundled content including IOS images and more.
- D. Trusted, up-to-date, and relevant content displayed using comprehensive, powerful search capabilities.

Correct Answer: AD

Section: (none)

QUESTION 5

When selling business outcomes, which two key factors must be considered in relation to the achievement of the outcomes? (Choose two.)

- A. metrics and measurement
- B. project management milestones
- C. specific timeframe and milestones
- D. communication procedures

Correct Answer: AC

Section: (none)

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