



# 810-403<sup>Q&As</sup>

Selling Business Outcomes

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### QUESTION 1

Which three options are financial challenges in business outcome-based selling? (Choose three.)

- A. Competing stakeholder goals and expectations.
- B. Difficulty to determine external value.
- C. Financial resources are distributed across functional areas.
- D. Competitive analysis is often incomplete.
- E. IT adoption and implementation may have long business cycles.

Correct Answer: ACE

Section: (none)

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### QUESTION 2

When shifting to business outcomes, which two of these relevant considerations and premises must be taken into account? (Choose two.)

- A. Customers want to benefit from new, more flexible consumption models.
- B. Technology is acquiring more importance.
- C. Businesses prefer time-to-market acceleration regardless the costs of their IT solutions.
- D. Business transformation dictates that CEOs and their teams become key partners.
- E. Customers want solutions that address specific outcomes.

Correct Answer: AE

Section: (none)

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### QUESTION 3

Which options are two features of business requirements? (Choose two.)

- A. Business requirements are managed by stakeholders.
- B. Business requirements support specific business objectives.
- C. Business requirements are prioritized in compliance with influence dynamics.
- D. Business requirements are dynamic in nature and change over time.
- E. Business requirements are always defined inside a line of business.



Correct Answer: BD

**QUESTION 4**

Which two options have a positive impact on costs from the direct benefits provided by?

- A. Enabling rapid growth to new markets and geographies
- B. Managing technology obsolescence
- C. Managing technology innovation
- D. Saving OpEx shifting to predicable CapEx

Correct Answer: AD

**QUESTION 5**

DRAG DROP

Select and Place:

Drag and drop the components of a business case for change into the suggested order for presentation.

business strategy	1
business value proposition	2
business change life cycle	3
KPI, CSF metrics	4
technology solutions	5

Correct Answer:

Drag and drop the components of a business case for change into the suggested order for presentation.

	business value proposition
	business strategy
	business change life cycle
	technology solutions
	KPI, CSF, metrics



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