



810-420^{Q&As}

Understanding Cisco Business Value Analysis Fundamentals

Pass Cisco 810-420 Exam with 100% Guarantee

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

<https://www.pass4lead.com/810-420.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

Which of the following enables you to get a high level view of your customer's business?

- A. Stakeholder Analysis Worksheet
- B. Customer Conversation Framework
- C. Strategic Question Asking Framework
- D. Business Model Canvas

Correct Answer: D

QUESTION 2

Which is a difference between pain points and opportunities?

- A. Pain points cause problems, while opportunities reflect unmet potential
- B. Pain points can be addressed better through technology solutions
- C. Opportunities involve new revenue for the customer. Pain points relate to lowering expenses
- D. Opportunities contain unknown risks, while pain points can be addressed without contingencies

Correct Answer: A

QUESTION 3

Which option represents a customer pain point?

- A. Salesperson attrition is higher than competitors
- B. The customer's top accounts plan higher budgets next year
- C. A competitor to Cisco has a strong relationship with the CEO
- D. The company has upcoming contract negotiations with a labor union

Correct Answer: A

QUESTION 4

A Business Motivation Model helps to describe which aspect?

- A. Company aspirations and tactics to achieve them
- B. Revenue goals by company sales territory



- C. Criteria for the IT Director to be promoted
- D. Decision criteria for the company to issue a sole-source contact

Correct Answer: A

QUESTION 5

Which tool should you use to establish personal credibility?

- A. A business value statement
- B. An ecosystem
- C. A Business Model Canvas
- D. A Strategic Question Asking Framework

Correct Answer: A

[Latest 810-420 Dumps](#)

[810-420 Study Guide](#)

[810-420 Exam Questions](#)



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.