820-424^{Q&As}

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Selling Business Outcomes Specialists

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QUESTION 1

Which piece of data should give you insight into a top executive stakeholder\\'s business priorities?

A. The number of people in their organization

B. List of programs for which the executive sits on a steering committee

C. Background on the executive\\'s personal interests

D. Names of system integrators on the company\\'s pre-authorized vendor list

Correct Answer: B

QUESTION 2

Which option describes a key performance indicator?

A. A measurement that shows whether the activity has achieved its core purpose

B. Any measurement taken for management reporting purposes

C. Performance estimates based upon historical data

D. Any measurement taken to determine a performance level

Correct Answer: A

QUESTION 3

Which factor accelerates the consumption and adoption of solutions and services?

A. utilization of innovative technologies

B. a culture that is resistant to change

C. increased risk

D. inability to accurately measure outcomes

Correct Answer: B

QUESTION 4

Which two options are desired outcomes of presenting a workshop? (Choose two.)

A. present findings and gain acceptance to move forward

B. understand the opinions of specific stakeholders

C. disseminate information

D. brainstorm ideas

E. establish a consensus among a group of stakeholders

Correct Answer: CD

QUESTION 5

How can Cisco Validated Designs help to support business outcomes?

A. provide a quick and easy way to implement technology

B. provide best practice solutions to common business challenges

C. provide a unique selling point that helps to differentiate from competitors\\' offerings

D. increase the perceived value of the proposed solution

Correct Answer: B

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