810-401^{Q&As}

Selling Business Outcomes

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QUESTION 1

What are the most reliable sources for enablement at Cisco besides playbooks?

A. Wikipedia and Google

B. PartnerCentral and Salesconnect

C. Industry articles and blogs

D. Research and trends reports

Correct Answer: B

QUESTION 2

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 3

Which option is a primary reason for using the Cisco Services Solution story with customers?

A. to enhance the sales experience for an account manager

B. to raise customer expectations possible outcomes from larger IT investments

C. to help raise awareness of Cisco services relevancy, beyond break/fix support and/or deployment projects

D. to provide a clear way to discuss services that all customers need

Correct Answer: C

QUESTION 4

Which two options are benefits of effective communication with stakeholders? (Choose two.)

A. It allows other strengths to create maximum impact.

B. It lessen the impact of business weakness.

C. It helps mitigate the intrinsic risks with negotiation.

D. It allows effective interaction between stakeholders.

Correct Answer: CD

QUESTION 5

Which solution enables business outcomes in the healthcare industry?

A. Multilayer Switching

B. Medianet

C. Collaboration

D. Advanced Routing

Correct Answer: C

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