



810-401^{Q&As}

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QUESTION 1

According to Cisco best practice, which option must you understand before you identify business outcome opportunities?

- A. organization chart
- B. decision-making process
- C. current technology plan
- D. customer value proposition

Correct Answer: D

QUESTION 2

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

QUESTION 3

Which three options are customer motivators? (Choose three.)

- A. Achievable Business plan
- B. Shared risks with the vendor
- C. Increased services and solutions
- D. Realizable outcomes
- E. Simplify IT complexity

Correct Answer: BDE



QUESTION 4

Which option describes Return on Investment (ROI)?

- A. a percentage of dividing net return from a technology solution by the cost of that technology solution
- B. a percentage of dividing total investment from a technology solution by the cost of that technology solution
- C. a percentage of dividing net return from a technology solution by the margin of that technology solution
- D. a percentage of dividing present value from a technology solution by the cost of that technology solution

Correct Answer: A

QUESTION 5

Which two activities require strong facilitation skills for gathering qualitative data? (Choose two.)

- A. workshop
- B. focus group
- C. survey
- D. questionnaire
- E. interview

Correct Answer: AB

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