



810-403^{Q&As}

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QUESTION 1

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

QUESTION 2

Which framework is used to plan influential communication when seeking customer support for action?

- A. business model canvas
- B. principled negotiation
- C. seven elements
- D. stakeholder analysis matrix

Correct Answer: A

Section: (none)

QUESTION 3

Cisco Internet of Everything connects people, processes, things, and data. Which two of its characteristics have an impact on businesses? (Choose two.)

- A. Leveraging data into more useful information for decision-making
- B. Connecting people for measuring services\' usage trends
- C. Delivering the solutions and products to the right person at the right time
- D. Having physical devices and objects connected to the Internet and to each other for intelligent decision making

Correct Answer: AC

Section: (none)



QUESTION 4

Which four aspects are considered by the Business Model Canvas? (Choose four.)

- A. Finances
- B. Business structure
- C. Sales people
- D. Business development teams
- E. Business value proposition
- F. Strategic Analysis

Correct Answer: ABCE

Section: (none)

QUESTION 5

Which option is most likely to improve interactions with customers?

- A. Understand their communication style.
- B. Understand the goals of their team.
- C. Learn their personal interests.
- D. Know the time available to present the solution.

Correct Answer: A

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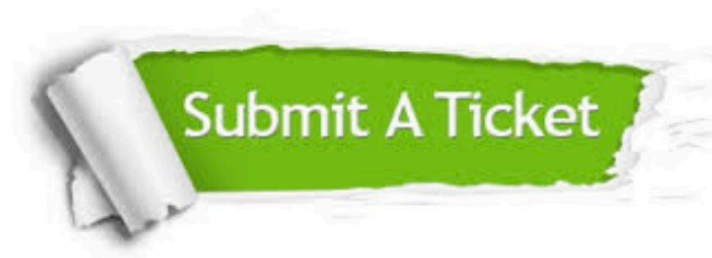
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