



810-440^{Q&As}

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QUESTION 1

Which business priority is true?

- A. Develop a new network infrastructure that is agile and easy to operate.
- B. Develop security capabilities at the edge and core to protect users.
- C. Increase same store year over year sales by 20%.
- D. Define a single policy for wired and wireless users.

Correct Answer: A

QUESTION 2

In a cloud implementation scenario, what does the sales professional must take into consideration regarding the revenue of a business outcomes selling?

- A. Revenue from this model could increase in a 25%.
- B. Revenue from this model is immediate.
- C. Revenue from this model is realized over a longer period of time.
- D. Revenue from this model is three times bigger than in the traditional product selling.

Correct Answer: C

QUESTION 3

Which benefit of the Information Technology Infrastructure Library is true?

- A. predictable and consistent processes
- B. increased transparency of accountability, and informed delegation of authority
- C. obtain ISO 9001 compliance
- D. value creation through monitoring, measuring, evaluation, and feedback

Correct Answer: A

QUESTION 4

How does an open plan volume licensing model works?

- A. It does not specify individual users, so any user can access the service.



- B. It provides the organization with an agreed number of users.
- C. The costs are directly related to usage, not quantity of users.
- D. The enterprise pays as it acquires services.

Correct Answer: D

QUESTION 5

Which three sentences are true regarding the stakeholder power grid? (Choose three.)

- A. It shows relationships of power among executives.
- B. It displays the risk position of future investments.
- C. It shows current and optimal future state.
- D. It is a visual picture.
- E. It shows quantitative information about stakeholder requirements.
- F. It shows differences among stakeholders.

Correct Answer: CDF

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