



810-440^{Q&As}

Adopting The Cisco Business Architecture Approach (DTBAA)

Pass Cisco 810-440 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.passapply.com/810-440.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

Which resource can a sales person incorporate into the business outcome story?

- A. Include a detailed business strategic plan
- B. Describe the project definition.
- C. Explain technology innovations.
- D. Identify the customers\' care-about.

Correct Answer: A

QUESTION 2

When selling business outcomes, which two key points/ factors related to understanding actual achievement of goals must be considered? (Choose two.)

- A. specific timeframe and periods
- B. communicational procedures
- C. metrics and calculation procedures
- D. project management milestones

Correct Answer: AC

QUESTION 3

Which two options are features of Cisco Sales Connect? (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 4

You are proposing a solution to a group and a member of the audience is being critical of your proposal. Which tactic is recommended for engaging with this audience type?

- A. Acknowledge their concerns and move on.



- B. Build a bond with the audience member.
- C. Marginalize their concerns to the rest of the group.
- D. Defend your proposal with evidence.

Correct Answer: D

QUESTION 5

Which is a critical first step when thinking about how to communicate technical content to a senior business manager?

- A. Identify a person on her staff who can explain details.
- B. Listen to the customer to understand her KPIs.
- C. Plan out your message to explain potential options.
- D. Draft a high level message using language pulled from the top IT vendors.

Correct Answer: B

[810-440 PDF Dumps](#)

[810-440 Practice Test](#)

[810-440 Study Guide](#)