



820-424^{Q&As}

Selling Business Outcomes Specialists

Pass Cisco 820-424 Exam with 100% Guarantee

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

<https://www.passapply.com/820-424.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 is the most effective way to assess sales team benefits from an enhanced wireless and security infrastructure?

- A. Ask the sales leader to define the productivity improvement gain they need to gain support for a business case.
- B. Interview a random set of users, and ask for their informal estimate of time savings.
- C. Analyze the work patterns for the top 15% of users according to network access volume.
- D. Follow a structured evaluation plan to capture data on productivity, effectiveness, and improved controls.

Correct Answer: D

QUESTION 2

Which behavior is appropriate when discovering requirements?

- A. End meetings earlier than planned to show a sense of urgency
- B. Avoid taking notes, since you can always return for a follow up
- C. Answer customer questions with details and numbers to convince them you have a good idea about the solution to offer
- D. Actively listen to the customer's comments and effectively take notes

Correct Answer: D

QUESTION 3

Which option is a technology innovation benefit resulting from defined outcomes?

- A. Lower IT support costs (TCO)
- B. Higher IT asset utilization
- C. Faster time to market for new products
- D. Faster ROI for IT

Correct Answer: D

QUESTION 4

Which are two strategies for maximizing benefits realization for the customer with respect to stated outcomes? (Choose two.)

- A. ensure critical success factors and key performance indicators are validated and signed off by the customer prior to



designing the solution

- B. work alongside the customer to provide a high quality user adoption plan
- C. ensure all risks are completely mitigated
- D. run multiple pilots to gain valuable user feedback

Correct Answer: AB

QUESTION 5

A value chain analysis places focus on which two main areas? (Choose two.)

- A. Support processes
- B. Primary activities
- C. Financial liabilities
- D. Ecosystem competitors
- E. Impact of newest technology features

Correct Answer: AB

[820-424 VCE Dumps](#)

[820-424 Practice Test](#)

[820-424 Study Guide](#)



VCE & PDF

PassApply.com

<https://www.passapply.com/820-424.html>

2021 Latest passapply 820-424 PDF and VCE dumps Download

To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

Try our product !

100% Guaranteed Success

100% Money Back Guarantee

365 Days Free Update

Instant Download After Purchase

24x7 Customer Support

Average 99.9% Success Rate

More than 800,000 Satisfied Customers Worldwide

Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.passapply.com/allproducts>

Need Help

Please provide as much detail as possible so we can best assist you.

To update a previously submitted ticket:



 One Year Free Update <p>Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 Money Back Guarantee <p>To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 Security & Privacy <p>We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.

Copyright © passapply, All Rights Reserved.