



840-425^{Q&As}

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QUESTION 1

Which action is the recommended way to establish trusted-advisor credibility with a senior business executive?

- A. Ask open-ended questions about the organization's priorities and goals.
- B. Ask questions about the IT organization's track record for problem resolution.
- C. Provide an overview of your sales team's reporting structure and metrics.
- D. Ask detailed questions about the process to acquire cloud computing solutions.

Correct Answer: A

QUESTION 2

Which statement explains why a requirement is different than a viewpoint?

- A. Requirements are subjective and viewpoints are fact.
- B. Requirements must come from one person.
- C. Requirements state needs and viewpoints are thoughts.
- D. Requirements come from users and viewpoints come from executives.

Correct Answer: C

QUESTION 3

Which action is the recommended way to mitigate or minimize risks?

- A. Assign the most experienced resource to a single risk item.
- B. Add customer IT personnel to the project team so that they can bear responsibilities along with Cisco and the Partner.
- C. Rate the priority and potential impact from risks and assign resources accordingly.
- D. Include more capabilities in the solution to reduce risks without concern about the cost or timeframe impacts.

Correct Answer: C

QUESTION 4

Which two options are characteristics you will find on a roadmap of business-aligned IT initiatives? (Choose two.)



- A. Must contain the details of the sales proposal.
- B. Must target the right approach.
- C. Must involve the appropriate group intelligence and profile a specific level of detail.
- D. Must include network diagrams of all the solutions involved.

Correct Answer: BC

QUESTION 5

Which two options are indirect financial benefits of the outcome-based sales? (Choose two.)

- A. Increased NPV.
- B. Lower project costs.
- C. Process efficiencies.
- D. Faster time to market for new solutions.

Correct Answer: CD

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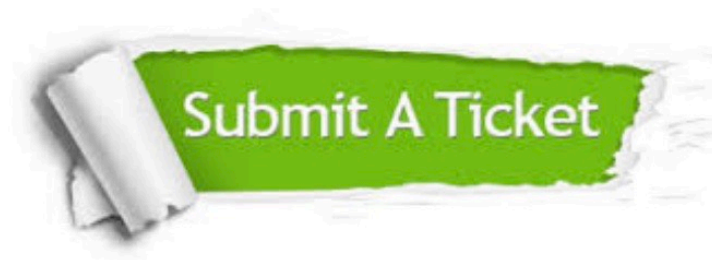
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