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QUESTION 1

Which option is a governance approach for a project?

- A. committee of stakeholder reps
- B. measurements of system security
- C. operating procedures for data backup
- D. status reports on total IT systems

Correct Answer: A

QUESTION 2

When would you say your customer has adopted a solution?

- A. When they purchase the solution from the Cisco partner.
- B. When the solution is deployed.
- C. When the solution is deployed and there has been one year with no operating issues.
- D. When the solution is deployed, features and options are activated, and customer is realizing the benefits of your value proposition.

Correct Answer: D

QUESTION 3

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 4

Which three benefits will the customer see when the partner creates a roadmap that aligns IT initiatives to their business? (Choose three.)



- A. Elevate the relevance of the IT department.
- B. Clear view of IT investments.
- C. Better alignment between business standard roadmap and IT.
- D. Revenue growth.
- E. Technology adoption.

Correct Answer: ABC

QUESTION 5

What information is relevant to validate the progress towards the expected results?

- A. Baseline vs actual status
- B. Metrics
- C. Simulations
- D. Strategies

Correct Answer: A

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