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2016.08 Cisco Official New Updated 810-403: Selling Business Outcomes Exam Questions! Free Instant Download 810-403 PDF & 810-403 VCE 175Q&As Dumps Offered by Braindump2go.com Today!100% Real Exam Questions! 100% Exam Pass Guaranteed! NEW QUESTION 81 - NEW QUESTION 90: 1.[2016.08 Latest 810-403 PDF & 810-403 VCE 175Q&As Dumps:<http://www.braindump2go.com/810-403.html>2.[2016.08 810-403 New Exam Questions & Answers:<https://drive.google.com/folderview?id=0BwwEERkugSaLaHZtM0JHNGVnTVk&usp=sharing> QUESTION 81Which option is most likely to improve interactions with customers? A. Understand their communication style.B. Understand the goals of their team.C. Learn their personal interests.D. Know the time available to present the solution. Answer: A QUESTION 82 Which two options are part of customer relationship management? (Choose two.) A. Developing market research.B. Moving the customer towards positive decisions about IT investments and initiativesC. Classifying customer segments.D. Identifying key stakeholders. Answer: BD QUESTION 83Which option must you know when you plan to negotiate or reach agreement? A. underlying Interests of the stakeholdersB. timing for decision on purchasesC. the customer budgetD. Cisco offerings Answer: A QUESTION 84Which two options are features of Cisco SalesConnect?(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. Answer: AD QUESTION 85Which option is a recommended activity that is important for outcome selling? A. Use a checklist to cover all renewal needs.B. Have strategic value-based discussions with management.C. Ask questions until you have filled out the required tool checklist.D. Identify which services are associated with a Cisco product. Answer: B QUESTION 86From the customer perspective, which are two benefits that result when moving from an on premise solution to a Cloud solution? (Choose two.) A. Recurring revenue stream B. Lower initial investmentC. Higher ROI from investmentD. Increased value of companyE. Long-term business cycles benefits Answer: BC QUESTION 87Which two options are examples of Key Performance Indicators? (Choose two.) A. Percentage of job offers acceptedB. Perception level of satisfaction of customersC. Quantity of new organizational goalsD. Revenue growth versus industry benchmark Answer: AD QUESTION 88When selling outcomes, which three knowledge areas should sales professionals develop? (Choose three.) A. Portfolio sellingB. Emerging technology trendsC. Stakeholder managementD. Sales enablementE. Customer advocacyF. Cisco partner ecosystem portfolio Answer: BCD QUESTION 89 Which two options does the sales force need to know to ensure business outcome plan is aligned with stakeholders' needs? (Choose two.) A. The stakeholders' agenda about the business goals.B. The stakeholders interest in results which you are seeking to drive. C. The stakeholders' chain of command.D. The stakeholders' degree of influence and power. Answer: BD QUESTION 90Which two options are major tensions that business performance measurement could help balance? (Choose two.) A. Responsive / non-responsive.B. Different performance expectations.C. Profit, growth and control.D. Critical / non-critical.E. Monitor and control. Answer: BC!!!RECOMMEND!!! 1.Braindump2go|2016.08 Latest 810-403 PDF & 810-403 VCE 175Q&As Dumps: <http://www.braindump2go.com/810-403.html> 2.Braindump2go|2016.08 810-403 New Exam Questions & Answers: <https://drive.google.com/folderview?id=0BwwEERkugSaLaHZtM0JHNGVnTVk&usp=sharing>