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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 21 - NEW QUESTION 30: 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 21Drag and Drop Question

Place the items on the left into the correct type of financial benefit on the right.	
Reduced CAPEX & OPEX	Direct
Improved customer satisfaction	Direct
Impact on TCO	Indirect
Lower project costs	Indirect
Faster time to market	Indirect

Answer:

Place the items on the left into the correct type of financial benefit on the right.	
Reduced CAPEX & OPEX	Reduced CAPEX & OPEX
Improved customer satisfaction	Impact on TCO
Impact on TCO	Lower project costs
Lower project costs	Improved customer satisfaction
Faster time to market	Higher employee morale
	Faster time to market

QUESTION 22Which element is recommended to align solutions and services to the customer business? A. key performance indicatorB. total cost of ownershipC. goals and objectivesD. critical success factor Answer: D QUESTION 23Which four aspects are considered by the Business Model Canvas? (Choose four.) A. FinancesB. Business structureC. Sales peopleD. Business development teamsE. Business value propositionF. Strategic Analysis Answer: ABCE QUESTION 24Cisco Internet of Everything connects people, processes, things, and data. Which two of its characteristics have an impact on businesses? (Choose two.) A. Leveraging data into more useful information for decision-makingB. Connecting people for measuring services' usage trendsC. Delivering the solutions and products to the right person at the right timeD. Having physical devices and objects connected to the Internet and to each other for intelligent decision making Answer: AD QUESTION 25Which two options are financial considerations related to determining business outcomes? (Choose two.) A. Capital Expenditures, Operating Expenses.B. Internal Return Rate, Discount Rate.C. Payback, Chargeback.D. Capital Expenditures, Working Capital.E. Chargeback, Showback. Answer: AE QUESTION 26Which two activities require strong facilitation skills for gathering qualitative data? (Choose two.) A. workshopB. focus groupC. surveyD. questionnaireE. interview Answer: AB QUESTION 27When selling business outcomes, which two key points/ factors related to understanding actual achievement of goals must be considered? (Choose two.) A. specific timeframe and periodsB. communicational proceduresC. metrics and calculation proceduresD. project management milestones Answer: AC QUESTION 28Which option is used to describe a customer's vision, mission, strategy, and major initiatives? A. business value chainB. business model canvasC. critical success factorD. technology implementation plan Answer: B QUESTION 29Which three options are examples of KPIs for Business Outcomes? (Choose three.) A. Improved customer satisfaction.B. Increased IT service performance.C. Lower IT asset obsolescence.D. Revenue growth.E. Lower OPEX.F. Increased IT asset utilization. Answer: ADE QUESTION 30Which discipline covers analyzing stakeholder expectations and their approach and posture towards technology? A. Stakeholder RelationshipB. Neurolinguistics ProgrammingC. Stakeholder ManagementD. Customer Relationship Management Answer: C!!!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>