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2017 July CISCO 820-424 Exam Dumps with PDF and VCE New Updated in www.Braindump2go.com Today!100% Real 820-424 Exam Questions! 100% 820-424 Exam Pass Guaranteed! 1.|2017 New 820-424 Exam Dumps (PDF & VCE) 156Q&As Download:<https://www.braindump2go.com/820-424.html> 2.|2017 New 820-424 Exam Questions & Answers Download: <https://drive.google.com/drive/folders/0B75b5xYLjSSNVEJIeVNEbWRtVWM?usp=sharing> QUESTION 51Which option describes Step 2 of Cisco's outcome-based sales approach? A. Get a lead, find a customer who may be interestedB. Assemble your sales team and determine your objectivesC. Gather what you know about the customerD. Meet with your customer to uncover, validate and help them prioritize their business care- abouts Answer: C QUESTION 52Which two options describe the customer in an outcome-driven sales engagement? (Choose two.) A. Knows issue and desired outcomeB. Aware of opportunities and problems that need to be solvedC. Knows the value and benefits for changeD. Is sensitive to price Answer: BC QUESTION 53Which option is an operational benefit resulting from defined outcomes? A. Greater control over business decision makingB. Higher IT asset utilizationC. Improved business intelligenceD. Faster time to market for new products Answer: B QUESTION 54Which option is a technology innovation benefit resulting from defined outcomes? A. Lower IT support costs (TCO)B. Higher IT asset utilizationC. Faster time to market for new productsD. Faster ROI for IT Answer: D QUESTION 55Which option describes the 4 Ps that help sales teams understand what the customer needs? A. Problem, Pattern, Path and ProofB. Problem, People, Path and ProofC. Problem, People, Path and PatternD. People, Process, Path and Proof Answer: A QUESTION 56Which option is the recommended approach to gain access to additional key stakeholders within the customer organization? A. Approach the stakeholder through their gatekeeperB. Approach the stakeholder directC. External referral from a C level executiveD. Internal referral from an existing contact Answer: D QUESTION 57Which two options are examples of external sources of information about a customer organization? (Choose two.) A. An annual report and accounts on the customer's web siteB. An interview of the customer's CFO published on cfo.comC. An internal briefing from your company's customer account managerD. A Gartner Magic Quadrant for the customer's industryE. A corporate organization chart provided by the customer's HR department Answer: BD QUESTION 58What is the recommended frequency for post implementation review meetings with the customers? A. WeeklyB. MonthlyC. QuarterlyD. Bi-annually Answer: C QUESTION 59Which of the following three assessment factors are used to determine the technical value of the business case? (Choose three.) A. Solution portabilityB. Business valueC. Lifecycle managementD. Maintenance policiesE. InteroperabilityF. Accountability Answer: ADE QUESTION 60Which of the following two options are key points for strengthening a business case? (Choose two.) A. Why Cisco solutions have been selected over alternative solutions from other vendorsB. The solution design and implementation planC. How much money is needed at what points in time?D. The key technical value points the solution provides and the links to the financial investment in the business caseE. Which stakeholders have been interviewed and what are their views? Answer: CD !!!RECOMMEND!!! 1.|2017 New 820-424 Exam Dumps (PDF & VCE) 156Q&As Download:<https://www.braindump2go.com/820-424.html> 2.|2017 New 820-424 Study Guide Video: YouTube Video: [YouTube.com/watch?v=GyeCXGUJXEE](https://www.youtube.com/watch?v=GyeCXGUJXEE)