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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 61 - NEW QUESTION 70: 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 61What characteristic is unique to Cisco's intercloud solution? A. broad partner networkB. includes public cloudC. advanced security featuresD. runs standard applications Answer: A QUESTION 62Which three additional costs may arise from a subscription model and should be factored into the total cost of ownership of IT as a Service? (Choose three.) A. Cost of accounting and trackingB. Software asset and managementC. Cost of Hardware and SoftwareD. Auditing and controlE. Chargeback and ShowbackF. It varies, depending on the technology solution or service Answer: ABD QUESTION 63Which option has a major influence on how fast an enterprise can move toward a stronger use of digital business capability? A. skills to manage risks related to use of emerging technologiesB. globalization of the sales forceC. new product launches that require IT capacityD. competition in the industry due to end of regulations Answer: A QUESTION 64When making good use of best practices or scenarios during the selling process, what is the most effective way to present these? A. Use cases relevant to the customerB. Business cases used previously C. Customer briefing documentsD. Customer benefits statements Answer: A QUESTION 65Which framework can give the best insight and visual flow into how a customer's functions work together, to go from parts inventory through shipped product? A. business model canvasB. porters value chainC. critical success factorD. organization chart Answer: B QUESTION 66Drag and Drop Question

Drag and drop the components of a business case for change into the suggested order for presentation.

business strategy	1
business value proposition	2
KPI, CSF, metrics	4
technology solutions	5

Answer:

Drag and drop the components of a business case for change into the suggested order for presentation.

business strategy	business value proposition
business value proposition	business strategy
KPI, CSF, metrics	technology solutions
technology solutions	KPI, CSF, metrics

QUESTION 67Which two options are reasons why effective communications is key to success? (Choose two.) A. It allows effective interaction between stakeholders.B. Can help mitigate the intrinsic risks within negotiation.C. It allows other strengths to create maximum impact.D. Can help lessen the impact of business weakness. Answer: AD QUESTION 68Which consumption model provides the organization with an agreed-upon number of authorized users? A. Per-seat licensingB. Concurrent-use licensingC. Volume licensingD. Pay As You Go Answer: A QUESTION 69There are approximately nineteen industry verticals. Which five are relevant to Cisco? (Choose five.) A. Connected LearningB. Connected BuildingsC. Connected Public SafetyD. Health CareE. Disaster ManagementF. Connected CityG. Connected UtilitiesH. Connected Factory Answer: CDFGH QUESTION 70Drag and Drop Question

Drag and drop the financial benefits on the left to the direct and indirect spaces on the right.

Faster time to market	indirect
Reduced project management	indirect
Improved customer satisfaction	direct
Higher employee morale	direct
Impact on TCO	direct

Answer:

Drag and drop the financial benefits on the left to the direct and indirect spaces on the right.

Faster time to market	Faster time to market
Reduced project management	Improved customer satisfaction
Higher employee morale	Reduced project management
Improved customer satisfaction	Reduced CAPEX and OPEX
Impact on TCO	Impact on TCO

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