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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 11 - NEW QUESTION 20: 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 11Which two main things must you know about stakeholders to identify where they fall in a power grid? (Choose two.) A. role in company B. degree of influenceC. size of budgetD. purchasing powerE. interest in results Answer: BE QUESTION 12What are the phases of the Seven Elements framework? A. Prepare, Plan, Design, Implement, Operate, Optimize.B. Past, Present, Future.C. Previous, Present, Posterior.D. Before, In Between, After. Answer: B QUESTION 13Which two questions are used during high level outcome selling? (Choose two.) A. What are the technical restrictions of business?B. How is progress vs. outcomes measured?C. How does talent architecture influence the definition of business outcomes?D. How are the goals of top executives achieved?E. What capabilities are needed to achieve the outcomes? Answer: BE QUESTION 14Related to business outcomes, why are customers looking for Cisco and its Partners' solutions and services? A. To explore how technology innovation yields new revenue, lower costs, or reduce risk in more detailB. To help make a retailer aware of a restocking need while relying on a human interaction fasterC. To help them more quickly or effectively deploy, absorb, and adopt technologies in which they make investmentsD. To allow customers to complete a marketing research as part of their investment funds Answer: C QUESTION 15 Which question provides the best information to use to define customer success factors? A. What services do you need?B. Which Cisco products best fit your goals?C. What tools are you looking for, to better measure your ROI?D. What are your business objectives for this project/initiative? Answer: D QUESTION 16Emerging trends in technology are impacting business outcomes with respect to optimization and innovation. Which are the big four emerging trends? A. Cloud, Industry Issues, Consumerization, IT AppliancesB. Cloud, Mobility, Activity Based Working, SecurityC. Cloud, Social Media, Software Defined Networking, Big DataD. Cloud, Mobility, Analytics, Social Media Answer: D QUESTION 17What are two customer goals and objectives driven by their value proposition? (Choose two.) A. Bring digital value to customers, suppliers, partners (ease of doing business).B. Reduce the sales force and customer interaction.C. Transform the customer experience.D. Reduce Operating Expenses and increase Capital Expenditures. Answer: AC QUESTION 18The customer mindset across verticals is changing as they become more aware of technology solutions and their influence on the organization. Which three options are characteristics of this customer mindset? (Choose three.) A. Perspective towards technology services and solutions is same across industry verticalsB. Less loyal to a specific vendor due to technology as a commodity and availability of service solutionsC. Expect providers to sell products and contractsD. Expect measurable value in terms of business outcomesE. Have a greater understanding of the competitive market and service and solution providers Answer: BDE QUESTION 19How could IT as a Service help drive business outcomes? A. By the fast technology acquisition options for the customers.B. Providing an organization with the right to use the technology and service without the need for purchasing it.C. Providing an organization with various options for the types of services to deploy.D. Depending upon what the business is seeking, each type of service has different financial implications for business outcomes. Answer: D QUESTION 20Which four options are components of the Seven Elements framework? (Choose four.) A. CommitmentB. Relationship & DistributionC. Relationship & CommunicationsD. Best AlternativeE. Interests, Agenda & NormativeF. Interests, Options & LegitimacyG. Alternatives, Opportunities & Legitimacy Answer: ACDF !!!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>