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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.html2>. | 2016.08 810-403 New Exam Questions & Answers: <https://drive.google.com/folderview?id=0BwwEERkugSaLaHZtMOJHNGVnTVk&usp=sharing> QUESTION 61 What characteristic is unique to Cisco's intercloud solution? A. broad partner network B. includes public cloud C. advanced security features D. runs standard applications Answer: A QUESTION 62 Which 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 tracking B. Software asset and management C. Cost of Hardware and Software D. Auditing and control E. Chargeback and Showback F. It varies, depending on the technology solution or service Answer: ABD QUESTION 63 Which 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 technologies B. globalization of the sales force C. new product launches that require IT capacity D. competition in the industry due to end of regulations Answer: A QUESTION 64 When 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 customer B. Business cases used previously C. Customer briefing documents D. Customer benefits statements Answer: A QUESTION 65 Which 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 canvas B. porters value chain C. critical success factor D. organization chart Answer: B QUESTION 66 Drag 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 67 Which 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 68 Which consumption model provides the organization with an agreed-upon number of authorized users? A. Per-seat licensing B. Concurrent-use licensing C. Volume licensing D. Pay As You Go Answer: A QUESTION 69 There are approximately nineteen industry verticals. Which five are relevant to Cisco? (Choose five.) A. Connected Learning B. Connected Buildings C. Connected Public Safety D. Health Care E. Disaster Management F. Connected City G. Connected Utilities H. Connected Factory Answer: CDFGH QUESTION 70 Drag 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 |
| Improved customer satisfaction | Reduced project management |
| Higher employee morale | Reduced CAPEX and OPEX |
| Impact on TCO | Impact on TCO |

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