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[https://drive.google.com/drive/folders/18ZP\\_qvgoHbTtbFDjIdBPkasG4sT1wLdk?usp=sharing](https://drive.google.com/drive/folders/18ZP_qvgoHbTtbFDjIdBPkasG4sT1wLdk?usp=sharing)New QuestionWhich connection would be used to describe ads that a smartphone sends as a person walks around a retail store?A. machine-to-machineB.

business-to-consumerC. machine-to-personD. sensor-to-device**Answer: C**New QuestionWhich options are three examples of Critical Success Factors? (Choose three.)A. Increasing manufacturing efficiency at a rate above increases in suppliesB.

Attracting and retaining more highly qualified staff versus competitorsC. Providing a holistic perspective to the core business drivers and business outcomesD. Matching customer retention rate to customer retention objectiveE. Selling a greater share of profitable products to our customers**Answer: AB**

New QuestionWhich two dimensions are used in the stakeholder power grid? (Choose two.)A. Influence/AuthorityB. Power/InfluenceC. Interest/EmpathyD. Interest/SupportE. Consensus/Support

**Answer: BD**New QuestionAccording to Cisco and related to customers, which is the one and only outstanding reason and justification for business outcome-based sales approach?A. Executives are interested in satisfying customers' needs and requirements.B. Managers and supervisors are committed to close the quality of service gap.C. Stakeholders are interested in being considered when developing and accessing business outcomes.D. Customers are interested in solutions and services that result in measurable outcomes.**Answer: D**

New QuestionWhich are the four types of requirements for aligning outcomes to business needs?A. Business, Functional, Strategic, TacticalB. Strategic, Tactical, Operational, ProceduralC. Functional, Operational, Administrative, StrategicD. Business, Technical, Functional, Transitional**Answer: D**

New QuestionWhich two main things must you know about stakeholders to identify where they fall in a power grid? (Choose two.)A. role in companyB. degree of influence C. size of budgetD. purchasing powerE. interest in results**Answer: BE**

New QuestionWhat 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**

New QuestionWhich 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**

New QuestionWhich option must be understood before identifying business outcome opportunities?A. organization chartB. decision-making processC. current technology planD. customer value proposition**Answer: D**

New QuestionOn which two business maturity levels do Cisco Business Architects operate? (Choose two )A. Business EngagementB. Technology SolutionsC. Business TransformationD. Technology SpecifyE. Business Solutions**Answer: BD**

New QuestionWhich role of a Project Sponsor is true?A. stakeholder or stakeholders who have influence on the relationship between other stakeholders and the person delivering the message.B. stakeholder or stakeholders who have requested the communicationC. stakeholder or stakeholders for whom the decision may either directly or indirectly impactD. stakeholder or stakeholders who have the ultimate decision-making authority and influence**Answer: D**!!!RECOMMEND!!!

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