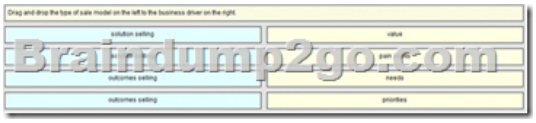
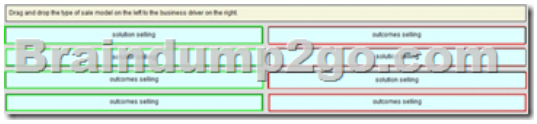
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Answer:



QUESTION 72Stakeholder audiences cover a range of customers, sales professionals, and others. Which three key position groups make up important stakeholders? (Choose three.) A. ExecutivesB. InfluencersC. EmployeesD. Decision makersE. Suppliers Answer: ACE QUESTION 73Which two classes of solutions enable business outcomes for the Energy/Utilities industry? (Choose two.) A. Advanced RoutingB. Data Center and VirtualizationC. Multilayer SwitchingD. Internet of EverythingE. Remote ExpertF. Service Provider Network Infrastructure Answer: BD QUESTION 74When return on investment is expressed in a business outcomes story, which set of factors should be included? A. financial benefits, overall business impact, length of time to realize benefitsB. cost savings vs. today, speed to market, time to implementC. financial benefits, speed to market, competitor revenue displacedD. cost savings, length of time to implement, number of Cisco offerings Answer: A QUESTION 75How does understanding the customer's business model holistically address the customer's business challenge? A. Segmented solutions designed for their specific outcomes makes it easier for them to be more relevant to their company's business challenges.B. Customers define how they want to measure success, and we work with them to turn this into metrics and a plan to achieve results.C. As your conversations become more focused on their business challenges and value, customers will see you as a problem solver and not just a sales person.D. With the comprehensive solution addressing their whole infrastructure, it is easier for customers to see value and progress, see gaps and what is next, and manage their IT investments. Answer: D QUESTION 76When selling business outcomes, which two options are key points/ factors related to what the customer wants to achieve must be considered? (Choose two.) A. What the business priorities and strategies are.B. What the Critical Set of Factors and Key Performance Indicators are.C. What the mindset of customers is.D. What the business priorities and goals are.E. What the Critical Success Factors and Key Performance Indicators are. Answer: DE QUESTION 77According to Cisco, what is the main benefit of the Internet of Everything? A. discrete focus on top industries health and financeB. compensates for errors in business process designC. brings improvements to businesses and peopleD. makes better use of legacy investments Answer: C QUESTION 78 Which one of the following solutions enable business outcomes in the manufacturing industry? A. Remote ExpertB. Advanced RoutingC. Service Provider Network InfrastructureD. Plant Floor Control NetworkE. Multilayer Switching Answer: C QUESTION 79Which three options are financial challenges in business outcome-based selling? (Choose three.) A. Competing stakeholder goals and expectations.B. Difficulty to determine external value.C. Financial resources are distributed across functional areas.D. Competitive analysis is often incomplete.E. IT adoption and implementation may have long business cycles. Answer: ACE QUESTION 80Which two options are the types of costs the sales professionals should consider with the customer, in helping to position technical support and cloud based services? (Choose two.) A. Operational costsB. Real costsC. Hidden costsD. Recurring costsE. Perceived costs Answer: BE!!!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