



810-401^{Q&As}

Selling Business Outcomes

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QUESTION 1

Which two options are benefits of Cisco's overall portfolio with respect to the set of buyers?(Choose two.)

- A. increased business performance
- B. enhanced accountability
- C. real-time business intelligence
- D. higher service availability

Correct Answer: AB

QUESTION 2

CSFs define what an organization should be good at. Which two options are characteristics of CSFs? (Choose two.)

- A. CSFs are quantitative in nature and focus stakeholder relationships
- B. CSFs describe an element that is needed by an organization or project to reach its goal
- C. CSFs help link business initiatives or processes with selling, designing, developing, and adopting solutions and services
- D. CSFs should receive special and continual attention from management in order to help the organization be effective

Correct Answer: BD

QUESTION 3

Which two classes of solutions enable business outcomes for the Energy/Utilities industry? (Choose two.)

- A. Advanced Routing
- B. Data Center and Virtualization
- C. Multilayer Switching
- D. Internet of Everything
- E. Remote Expert
- F. Service Provider Network Infrastructure

Correct Answer: BD



QUESTION 4

DRAG DROP

Select and Place:

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
Reduced CAPEX and OPEX	indirect
Improved customer satisfaction	direct
Higher employee morale	direct
Impact on TCO	direct

Correct Answer:

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

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



QUESTION 5

Which option is a benefit of Cisco enablement resources?

- A. the ability to create personalized "briefcases" of content
- B. a single place to find business proposals and instructor-led training
- C. access to kits of bundled content, including IOS images and more
- D. it enhances the selling process for seller and the customer

Correct Answer: D

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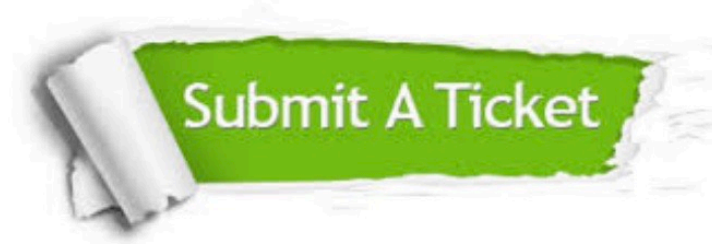
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