



810-403^{Q&As}

Selling Business Outcomes

Pass Cisco 810-403 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.geekcert.com/810-403.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

Which option is a structured way to understand business landscape and context?

- A. business model canvas
- B. business outcomes canvas
- C. business model outcomes
- D. business canvas approach

Correct Answer: A

QUESTION 2

Which options are two benefits of understanding the customer's business model? (Choose two.)

- A. Understanding the customer's business model changes the way you interact with your customer.
- B. Understanding the customer's business model provides control and assessment of project challenges.
- C. Understanding the customer's business model helps track progress through outcomes.
- D. Understanding the customer's business model is used to address the sales force mindset.

Correct Answer: AC

Section: (none)

QUESTION 3

Why is it necessary to discuss the different types of licensing models with the customer?

- A. To ensure that the model being considered is the best fit for the required number of users.
- B. to determine what model allows for greater discounts.
- C. To consider the ability of the organization for adapting to the new consumption model
- D. To determine what models will provide the greatest financial benefits and business outcomes

Correct Answer: D

QUESTION 4

What are the most reliable sources for enablement at Cisco besides playbooks?

- A. Wikipedia and Google



- B. PartnerCentral and Salesconnect
- C. Industry articles and blogs
- D. Research and trends reports

Correct Answer: B

QUESTION 5

Drag and drop the steps of The Seven Elements framework on the left to the right in sequential order.

Select and Place:

Communications	Target 1
Best Alternative	Target 2
Relationship	Target 3
Interests	Target 4
Commitment	Target 5
Legitimacy	Target 6
Options	Target 7

Correct Answer:



	Relationship
	Communications
	Interests
	Options
	Legitimacy
	Commitment
	Best Alternative

www.GeekCert.com

[Latest 810-403 Dumps](#)

[810-403 VCE Dumps](#)

[810-403 Practice Test](#)



To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

Try our product !

- 100% Guaranteed Success
- 100% Money Back Guarantee
- 365 Days Free Update
- Instant Download After Purchase
- 24x7 Customer Support
- Average 99.9% Success Rate
- More than 800,000 Satisfied Customers Worldwide
- Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.geekcert.com/allproducts>

Need Help

Please provide as much detail as possible so we can best assist you.
To update a previously submitted ticket:



 <p>One Year Free Update Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <p>Money Back Guarantee To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <p>Security & Privacy We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.
All trademarks are the property of their respective owners.
Copyright © geekcert, All Rights Reserved.