



# 810-420<sup>Q&As</sup>

Understanding Cisco Business Value Analysis Fundamentals

## Pass Cisco 810-420 Exam with 100% Guarantee

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

<https://www.geekcert.com/810-420.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 of the following enables you to get a high level view of your customer's business?

- A. Stakeholder Analysis Worksheet
- B. Customer Conversation Framework
- C. Strategic Question Asking Framework
- D. Business Model Canvas

Correct Answer: D

---

#### QUESTION 2

When should you establish credibility with customers?

- A. Early in the relationship, and continually
- B. When you need a customer to make a decision
- C. After you find out the customer's decision criteria for a purchase
- D. When a current Cisco product is causing customer sat problems

Correct Answer: A

---

#### QUESTION 3

Which option represents a customer pain point?

- A. Salesperson attrition is higher than competitors
- B. The customer's top accounts plan higher budgets next year
- C. A competitor to Cisco has a strong relationship with the CEO
- D. The company has upcoming contract negotiations with a labor union

Correct Answer: A

---

#### QUESTION 4

Which represents a dependency?

- A. Network bandwidth must be improved to achieve acceptable video performance
- B. Cisco can increase margin by using lower-cost resource



- C. A pilot must be complete in order to create an estimate of full-rollout funding needs
- D. Design work on network performance and security policies can occur at the same time

Correct Answer: A

---

#### QUESTION 5

Which would be considered a 3rd party source of information about a company?

- A. Research note on the company, published by an industry analyst
- B. CFO presentation to industry group
- C. Previous Cisco Account Manager
- D. Company brochure with product specs

Correct Answer: A

[810-420 PDF Dumps](#)

[810-420 Exam Questions](#)

[810-420 Braindumps](#)



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:



 <b>One Year Free Update</b> 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.	 <b>Money Back Guarantee</b> To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.	 <b>Security &amp; Privacy</b> We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.
---	---	--

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.