



810-440^{Q&As}

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QUESTION 1

Which two main things must you know about stakeholders to identify where they fall in a power grid? (Choose two.)

- A. role in company
- B. degree of influence
- C. size of budget
- D. purchasing power
- E. interest in results

Correct Answer: BE

QUESTION 2

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: CD

QUESTION 3

Which connection would be used to describe ads that a smartphone sends as a person walks around a retail store?

- A. machine-to-machine
- B. business-to-consumer
- C. machine-to-person
- D. sensor-to-device

Correct Answer: C

QUESTION 4

Which option is used to describe a customer's vision, mission, strategy, and major initiatives?

- A. business value chain



- B. business model canvas
- C. critical success factor
- D. technology implementation plan

Correct Answer: B

QUESTION 5

Which role is most important for engaging with the customer from a business perspective?

- A. Systems Engineer
- B. Technical Solutions Architect
- C. Business Architect
- D. Account Manager

Correct Answer: C

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