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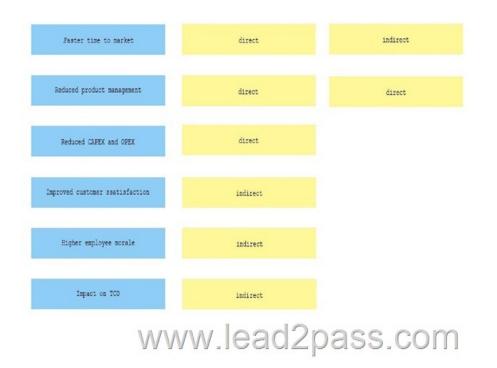
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a percentage of dividing net return from a technology solution by the margin of that technologysolutionD. a percentage of dividing present value from a technology solution by the cost of that technologysolution Answer: A QUESTION 134Which option is a primary reason for using the Cisco Services Solution story with customers? A. to provide a clear way to discuss services that all customers needB. to raise awareness of Cisco Services relevancy to go beyond break/fix supportC. to enhance the sales experience for an account managerD. to raise customer expectations of possible outcomes from larger IT investments Answer: C QUESTION 135When selling business outcomes, which two key factors must be considered in relation to the achievement of the outcomes? (Choose two.) A. metrics and measurementB. project management milestonesC. specific timeframe and milestonesD. communication procedures Answer: AC QUESTION 136Which resource can a sales person incorporate into the business outcomes story? A. Include a detailed business strategic planB. Describe the project definition.C. Explain technology innovations.D. Identify the customers' care-abouts. Answer: D QUESTION 137Which characteristic of the Cisco Internet of Everything has the most impact on business? A. connecting people for measuring the usage trends of servicesB. delivering the services to the right person at the right timeC. leveraging data into more useful information for decision makingD. having physical devices and objects connected to the internet Answer: C QUESTION 138Drag and Drop QuestionDrag and drop the financial benefits on the left to the direct and indirect spaces on the right.



Answer:

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QUESTION 139Which is the main outstanding reason and justification for business outcome-based sales approach? A. Organizations want more from their IT solutions which respect to value, time-to-market, and measurable outcomes.B. Organizations want to improve the chain of value based on the cost of IT solutions they provide.C. Organizations want to develop marketing and communicational strategies in order to sell more efficiently.D. Organizations want to offer a renewed portfolio in order to increase share value. Answer: A QUESTION 140Why are customer stakeholders important to the business outcome-based sales approach? A. Because understandingthe concerns, interests, power, and influence of stakeholders enables successful stakeholder engagement.B. Because stakeholders consists of partners who are either part of the organization or are external to the organization.C. Because stakeholder strategy influence business needs and their involvement in a project to change them.D. Because relevant and potential stakeholders exist across customers' and sales professionals' organizational and functional roles. Answer: D Comparing with others', you will find our 810-403 exam questions are more helpful and precise since all the 810-403 exam content is regularly updated and has been checked for accuracy by our team of Cisco expert professionals. 2016 Cisco 810-403 exam dumps (All 175 Q&As) from Lead2pass: http://www.lead2pass.com/810-403.html [100% Exam Pass Guaranteed]