



810-401^{Q&As}

Selling Business Outcomes

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QUESTION 1

From the customer perspective, which are two benefits that result when moving from an on-premise solution to a Cloud solution? (Choose two.)

- A. Recurring revenue stream
- B. Lower initial investment
- C. Higher ROI from investment
- D. Increased value of company
- E. Long-term business cycles benefits

Correct Answer: BC

QUESTION 2

You are working to understand a customer business environment. Which two options are preferred data gathering techniques? (Choose two.)

- A. surveys
- B. interviews
- C. asking competitors
- D. stock analysis reports
- E. social media

Correct Answer: AB

QUESTION 3

Which options are three examples of Critical Success Factors? (Choose three.)

- A. Increasing manufacturing efficiency at a rate above increases in supplies
- B. Attracting and retaining more highly qualified staff versus competitors
- C. Providing a holistic perspective to the core business drivers and business outcomes
- D. Matching customer retention rate to customer retention objective
- E. Selling a greater share of profitable products to our customers

Correct Answer: ABE



QUESTION 4

Which one of the following solutions enables business outcomes in the financial industry?

- A. Multilayer Switching
- B. Remote Expert
- C. Plant Floor Control Network
- D. Internet of Everything
- E. Medianet

Correct Answer: B

QUESTION 5

Which two options comprise information you need to achieve a successful outcome-based sales?

(Choose two.)

- A. How stakeholders receive information and what information they want to receive.
- B. What information is communicated to stakeholders in a timely fashion.
- C. The stakeholder influencers, decision makers, and participating individuals throughout the process.
- D. The degree of affinity stakeholders have related to risk.

Correct Answer: AC

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