



810-401^{Q&As}

Selling Business Outcomes

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QUESTION 1

When selling business outcomes, which two key factors must be considered in relation to the achievement of the outcomes? (Choose two.)

- A. metrics and measurement
- B. project management milestones
- C. specific timeframe and milestones
- D. communication procedures

Correct Answer: AC

QUESTION 2

Which option is a main benefit that Cisco Partners bring to the table for customers?

- A. additional teams to implement solutions in a timely manner
- B. relationships with key Cisco personnel
- C. a large customer base for which to sell Cisco services
- D. Cisco expertise and the ability to have specializations in certain practice areas

Correct Answer: D

QUESTION 3

Which option has a major influence on how fast an enterprise can move toward a stronger use of digital business capability?

- A. skills to manage risks related to use of emerging technologies
- B. globalization of the sales force
- C. new product launches that require IT capacity
- D. competition in the industry due to end of regulations

Correct Answer: A

QUESTION 4

Which option is the outcome when comparing the current state of technology with the capabilities of emerging



technologies?

- A. Identify gaps for upgrading Cisco products.
- B. Identify gaps that provide opportunities for new services and solutions.
- C. Identify new cloud-based technologies.
- D. Identify the new stakeholders.

Correct Answer: C

QUESTION 5

Which two options are indirect benefits of a business outcome? (Choose two.)

- A. Lower maintenance contract cost
- B. Improved customer satisfaction
- C. Lower purchase price of IT assets
- D. Faster time to market for new solutions

Correct Answer: BD

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