



810-440^{Q&As}

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**QUESTION 1**

What are the most reliable sources for enablement at Cisco besides playbooks?

- A. Wikipedia and Google
- B. PartnerCentral and Salesconnect
- C. Industry articles and blogs
- D. Research and trends reports

Correct Answer: B

QUESTION 2

Which two options are financial considerations related to determining business outcomes? (Choose two.)

- A. Capital Expenditures, Operating Expenses.
- B. Internal Return Rate, Discount Rate.
- C. Payback, Chargeback.
- D. Capital Expenditures, Working Capital.
- E. Chargeback, Show back.

Correct Answer: AE

QUESTION 3

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

QUESTION 4

You are an Account Manager and your account asks you to help them identify the capabilities they need to develop to enable them to deliver services faster. You think that SD-WAN and SDDC are the right answers. Who do you engage to work with the customer?



- A. Cisco product business unit
- B. Technical Solutions Architect
- C. Systems Engineer
- D. Business Architect

Correct Answer: D

QUESTION 5

Which two dimensions are used in the stakeholder power grid? (Choose two.)

- A. Influence/Authority
- B. Power/Influence
- C. Interest/Empathy
- D. Interest/Support
- E. Consensus/Support

Correct Answer: BD

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