



# 840-425<sup>Q&As</sup>

Executing Cisco Advanced Business Value Analysis and Design Techniques

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#### QUESTION 1

Which two options are principles of the Cisco business outcomes sale? (Choose two.)

- A. Define outcomes which are time-bound.
- B. Initiate the conversation stating the competitive advantages of the Cisco solutions.
- C. Always provide as much technical detail as you can.
- D. Evolve to an outcome approach; as customers require, use product and solution selling.

Correct Answer: AD

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#### QUESTION 2

Which three options are skills and behaviors that could be measured using the 360 degree feedback process? (Choose three.)

- A. Strategic thinking.
- B. Managing and leading change.
- C. Sales quota achievement.
- D. Influencing others.
- E. Attachment and renewal rates.

Correct Answer: ABD

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#### QUESTION 3

What relationship helps achieve a bigger impact to obtain business value?

- A. CEO/CFO
- B. CEO /CIO
- C. CIO/CFO
- D. CIO/CMO

Correct Answer: C

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#### QUESTION 4

Which two options best describes sales leadership role during outcome-based selling? (Choose two.)



- A. Ensuring the stakeholders are empowered to make the sales decisions.
- B. Providing an understanding of the average ticket size of the customer.
- C. Providing visionary leadership.
- D. Helping the systems engineers construct the appropriate BOM.
- E. Allowing the sales team to forecast with an understanding of where the customer is in the buying process.

Correct Answer: CE

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#### QUESTION 5

When you select a solution, which option should guide your decisions?

- A. lowest possible cost
- B. most advanced solution, both technically and for the business operation
- C. an appropriate mix of risk, technology capability, and business capability, based on customer priorities
- D. must fit within the current IT budget

Correct Answer: C

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