

Cisco

810-401

Selling Business Outcomes

- A. underlying Interests of the stakeholders
- B. timing for decision on purchases
- C. the customer budget
- D. Cisco offerings

Answer: A

QUESTION: 41

Which option is the main element of a Business Outcomes storyline?

- A. relevancy to customers' strategy
- B. Cisco differentiators
- C. Cisco products
- D. guaranteed customer ROI

Answer: A

QUESTION: 42

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

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

Answer: A

Section 6: Sec Six (43 to 45) **Details:** Topic 6, Mix Questions

QUESTION: 43 DRAG DROP

Drag and drop the financial benefits on the left to the direct and indirect spaces on the right.

Faster time to market	indirect
Reduced project management	indirect
Reduced CAPEX and OPEX	indirect
Improved customer satisfaction	direct
Higher employee morale	direct
Impact on TCO	direct

Answer:

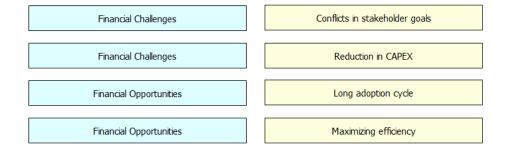
Drag and drop the financial benefits on the left to the direct and indirect spaces on the right.

Faster time to market	Faster time to market
Reduced project management	Improved customer satisfaction
Reduced CAPEX and OPEX	Higher employee morale
Improved customer satisfaction	Reduced project management
Higher employee morale	Reduced CAPEX and OPEX
Impact on TCO	Impact on TCO

QUESTION: 44 DRAG DROP

Drag and drop the type of business case on the left to the business driver on the right.

Drag and drop the type of business case on the left to the business driver on the right.



Answer:

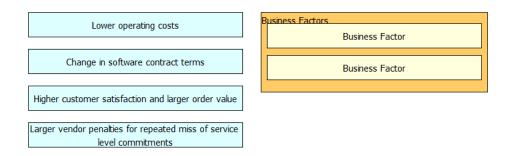
Drag and drop the type of business case on the left to the business driver on the right.



QUESTION: 45

DRAG DROP

Drag the two strongest factors to improve business outcomes for a retail industry customer from the left to the right.



Answer:

Lower operating costs

Change in software contract terms

Higher customer satisfaction and larger order value

Larger vendor penalties for repeated miss of service level commitments Business Factors

Lower operating costs

Higher customer satisfaction and larger order value

For More exams visit https://killexams.com -

















