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2016.08 Cisco Official New Updated 810-403: Selling Business Outcomes Exam Questions! Free Instant Download 810-403 PDF & 810-403 VCE 175Q&As Dumps Offered by Braindump2go.com Today!100% Real Exam Questions! 100% Exam Pass Guaranteed! NEW OUESTION 61 - NEW OUESTION 70: 1.|2016.08 Latest 810-403 PDF & 810-403 VCE 1750&As Dumps:http://www.braindump2go.com/810-403.html2.|2016.08 810-403 New Exam Questions & Answers:https://drive.google.com/folderview?id=0BwwEErkugSaLaHZtM0JHNGVnTVk&usp=sharing QUESTION 61What characteristic is unique to Cisco's intercloud solution? A. broad partner networkB. includes public cloudC. advanced security featuresD. runs standard applications Answer: A QUESTION 62Which three additional costs may arise from a subscription model and should be factored into the total cost of ownership of IT as a Service? (Choose three.) A. Cost of accounting and tracking B. Software asset and managementC. Cost of Hardware and SoftwareD. Auditing and controlE. Chargeback and ShowbackF. varies, depending on the technology solution or service Answer: ABD QUESTION 63Which 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 technologiesB. globalization of the sales forceC. new product launches that require IT capacityD. competition in the industry due to end of regulations Answer: A QUESTION 64When making good use of best practices or scenarios during the selling process, what is the most effective way to present these? A. Use cases relevant to the customerB. Business cases used previously C. Customer briefing documentsD. Customer benefits statements Answer: A QUESTION 65Which framework can give the best insight and visual flow into how a customer's functions work together, to go from parts inventory through shipped product? A. business model canvasB. porters value chainC. critical success factorD. organization chart Answer: B QUESTION 66Drag and

Answer:



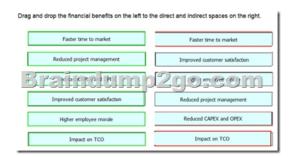
QUESTION 67Which two options are reasons why effective communications is key to success? (Choose two.) A. It allows effective interaction between stakeholders.B. Can help mitigate the intrinsic risks within negotiation.C. It allows other strengths to create maximum impact.D. Can help lessen the impact of business weakness. Answer: AD QUESTION 68Which consumption model provides the organization with an agreed-upon number of authorized users? A. Per-seat licensingB. Concurrent-use licensingC. Volume licensingD. Pay As You Go Answer: A QUESTION 69There are approximately nineteen industry verticals. Which five are relevant to Cisco? (Choose five.) A. Connected LearningB. Connected BuildingsC. Connected Public SafetyD. Health CareE. Disaster ManagementF. Connected CityG. Connected UtilitiesH. Connected Factory Answer: CDFGH

QUESTION 70Drag and Drop Question Drag and drop the financial benefits on the left to the direct and indirect spaces on the right



Answer:

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