

## [Nov-2016-NewDownload Cisco 840-425 PDF Exam Dumps from Braindump2go[41-50

2016/11 New 840-425: Executing Cisco Advanced Business Value Analysis and Design Techniques Exam Questions Updated Today! Free Instant Download 840-425 Exam Dumps (PDF & VCE) 128Q&As from Braindump2go.com Today! 100% Real Exam Questions! 100% Exam Pass Guaranteed! 1. | 2016/11 New 840-425 Exam Dumps (PDF & VCE) 128Q&As Download: <http://www.braindump2go.com/840-425.html>

QUESTION 41 Which three options are recommendations to implement change management? (Choose three.) A. Involve real influencers that help create engagement and support change. B. Deliver and communicate real business benefits periodically. C. Consider change has been accepted when it becomes part of the day to day operations. D. Only deploy the solution when 100% of the stakeholders agree. E. Consider change has been accepted when the partner has signed off the project. Answer: ABC

QUESTION 42 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. Answer: CE

QUESTION 43 Which three options are characteristics of Change Leadership? (Choose three.) A. Creating a shared vision. B. Creating a unique vision. C. Encouraging and empowering people to act. D. Addressing the emotional dimension. E. Solving the customer problems. Answer: ACD

QUESTION 44 What is the 360 degree feedback process? A. Process to collect feedback from the sales force regarding the effectiveness of the solutions. B. Process to collect feedback from multiple sources, aiming for accelerating user adoption of the Cisco solutions. C. Process to require feedback to Cisco from multiple customers. D. Process that Cisco executes every quarter to ask customer about partner feedback. Answer: B

QUESTION 45 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. Answer: ABD

QUESTION 46 Which are the features that a KPI must have in order to have better impact on the organization goals? A. Clear and specific KPIs. B. Several KPIs to measure every process. C. Complex KPIs. D. Risky but transformative. Answer: A

QUESTION 47 Which three reasons make an organization conduct Business Transformation? (Choose three.) A. Slow processes. B. Poor market-share. C. Reduced profit. D. Consumerization. E. Lack of discipline. Answer: ABC

QUESTION 48 Which three benefits are derived from Business Transformation? (Choose three.) A. become more competitive. B. establish new customer relationships. C. generate value. D. become more creative. E. accelerate the Go To Market. Answer: ABC

QUESTION 49 Which two options are true regarding a customer goal? (Choose two.) A. A goal is s a desirable business state. B. A goal is a future expected outcome or state. C. A goal is a milestone to reach. D. A goal is a decision or choice. E. A goal is a priority that makes a difference. Answer: AB

QUESTION 50 Why is it important for a Business Value Specialist to identify customer goals? A. To define SMART objectives. B. To establish an action plan. C. To define times and responsibilities. D. To analyze risks and a mitigation plan. Answer: A !!!RECOMMEND!!!

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