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QUESTION 1

If XYZ LTD needs to sign a contract that includes infrastructure design, deployment, support services and applications, what would be the best option?

A. Cisco SMB Support Assistant

B. Cisco Advanced Services

C. Cisco Technical Support Services

D. CiscoSMARTnet

Correct Answer: B

QUESTION 2

What are two components of the Discovery Guide in the Cisco sales approach? (Choose two.)

A. calculating the customer\\'s businessneed priorities

B. recommending a business needs-based solution

C. ranking customer business needs

D. probing more deeply into the customer\\'s business challenges

Correct Answer: CD

QUESTION 3

Small business owners make decisions based on solving business challenges. What are three methods that are used to clarify the solution being delivered in the solution recommendation or proposal? (Choose three.)

A. customer responsiveness

B. train employees

C. better marketing campaigns

D. operational efficiency

E. increase market share

F. repackage and pricing strategy

Correct Answer: ADE

QUESTION 4

Which four vertical markets is IPsmartSuite focused? (Choose four.)

A. manufacturing

B. legal

C. healthcare

D. financial

E. automotive

F. retail

Correct Answer: ABCF

QUESTION 5

When trying to sell a security solution to an e-commerce business, which three business needs should you address?
(Choose three.)

A. secure transactions

B. time to market

C. maximum uptime

D. database backups

E. revenue growth

F. scalability for future growth

Correct Answer: ACF

Business needs for e-commerce businesses are: Secure transactions Scalability for future Maximum uptime Satisfying
customer experience

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