



810-403^{Q&As}

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QUESTION 1

How does a performance measurement help the customer business?

- A. Provides feedback on progress towards settled goals.
- B. Compliance of certain industries regulations.
- C. Help companies monitor its past state.
- D. To reward and to discipline employees.

Correct Answer: A

Section: (none)

QUESTION 2

Which element is recommended to align solutions and services to the customer business?

- A. key performance indicator
- B. total cost of ownership
- C. goals and objectives
- D. critical success factor

Correct Answer: D

QUESTION 3

Which two options are benefits of Cisco's overall portfolio with respect to the set of buyers? (Choose two.)

- A. increased business performance
- B. enhanced accountability
- C. real-time business intelligence
- D. higher service availability

Correct Answer: AB

Section: (none)

QUESTION 4

The customer mindset across verticals is changing as they become more aware of technology solutions and their



influence on the organization. Which three options are characteristics of this customer mindset? (Choose three.)

- A. Perspective towards technology services and solutions is same across industry verticals
- B. Less loyal to a specific vendor due to technology as a commodity and availability of service solutions
- C. Expect providers to sell products and contracts
- D. Expect measurable value in terms of business outcomes
- E. Have a greater understanding of the competitive market and service and solution providers

Correct Answer: BDE

Section: (none)

QUESTION 5

Which option is one of the ways customers expect to gain access to a capability while paying for it?

- A. improve operations
- B. encourage consumption
- C. acquire technology
- D. access new cloud services

Correct Answer: A

Section: (none)

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