

## 810-403<sup>Q&As</sup>

Selling Business Outcomes

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#### **QUESTION 1**

Which 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 canvas
- B. porters value chain
- C. critical success factor
- D. organization chart

Correct Answer: B

#### **QUESTION 2**

According to Cisco best practice, which option must you understand before you identify business outcome opportunities?

- A. organization chart
- B. decision-making process
- C. current technology plan
- D. customer value proposition

Correct Answer: D

#### **QUESTION 3**

When you seek customer support for an action, which framework can be used to plan influential communication?

- A. stakeholder analysis matrix
- B. seven elements
- C. principled negotiation
- D. business model canvas

Correct Answer: B

#### **QUESTION 4**

**DRAG DROP** 

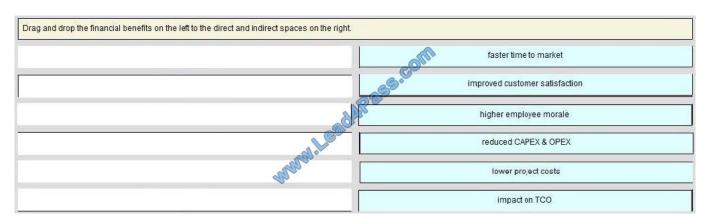


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#### Select and Place:



#### Correct Answer:



#### **QUESTION 5**

Which statement is true regarding technical requirements?

- A. They establish the technical features that the customer value proposition must include.
- B. They establish the technical strategy customer needs to follow to double the business size.
- C. They establish what the business needs to do in order to reduce time to market.
- D. They establish the business strategy that the customer must follow to accelerate their go to market.

Correct Answer: A

Section: (none)

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