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QUESTION 1

Which three benefits will the customer see when the partner creates a roadmap that aligns IT initiatives to their business? (Choose three.)

- A. Elevate the relevance of the IT department.
- B. Clear view of IT investments.
- C. Better alignment between business standard roadmap and IT.
- D. Revenue growth.
- E. Technology adoption.

Correct Answer: ABC

QUESTION 2

Which three options are the main areas where customers will see the benefits for their investment? (Choose three.)

- A. Demand
- B. Payroll
- C. Operations
- D. Supply
- E. Business

Correct Answer: ADE

QUESTION 3

Which three options are the purpose of change management? (Choose three.)

- A. To guarantee risks related to the business need disappear.
- B. To help increase the adoption of the technology solution.
- C. To ensure that standardized methods and procedures are used for efficient and prompt handling of all changes.
- D. To guarantee business risk is managed and minimized.
- E. To ensure that all authorized changes support business needs and goals.

Correct Answer: CDE



QUESTION 4

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.

Correct Answer: CE

QUESTION 5

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

Correct Answer: ABC

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