

Premium PassLeader 820-424 Dumps with VCE and PDF Download (Question 71 - Question 80)

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QUESTION 71 Which three options are business benefits that may be realized from the implementation of business outcomes focused technology intervention? (Choose three.)

A. Reduced time to market for new products
B. Reduced number of servers required in the data center
C. Reduced technology management overhead
D. Improved customer relationships
E. Improved communications between departments
F. An increase in the proportion of services delivered in the cloud

Answer: ADE

QUESTION 72 What two options explain why business outcomes focus with your customer is potentially of more value than a technology solutions focus? (Choose two.)

A. It tends to allow a greater focus on one specific business silo
B. It allows you to align technology to the organization's vision and strategies
C. It can combine CAPEX or OPEX models to maximize the TCOD
D. It ensures greater relevance to the needs of LOB Heads and C level executives
E. It provides faster implementation times and TTTV (time to value)

Answer: BD

QUESTION 73 How can Cisco Validated Designs help to support business outcomes?

A. provide a quick and easy way to implement technology
B. provide best practice solutions to common business challenges
C. provide a unique selling point that helps to differentiate from competitors' offerings
D. increase the perceived value of the proposed solution

Answer: B

QUESTION 74 What two key factors should you consider when determining business objectives and desired outcomes? (Choose two.)

A. Business priorities and goals
B. Cisco architectures and smart solutions
C. Cisco validated designs
D. Critical success factors and key performance indicators
E. Cisco and partner professional services offerings

Answer: AD

QUESTION 75 Which option describes a key performance indicator?

A. A measurement that shows whether the activity has achieved its core purpose
B. Any measurement taken for management reporting purposes
C. Performance estimates based upon historical data
D. Any measurement taken to determine a performance level

Answer: A

QUESTION 76 Which option describes the recommended approach to identifying new opportunities and capabilities to support the customer?

A. Proactively ask business and technical decision makers about their challenges and opportunities
B. Wait for the customer to approach you regarding their further technology requirements
C. Present the features, advantages and benefits of additional technology solutions with your customer
D. Ask the technical and business decision makers to organize a sales meeting with your sales team

Answer: A

QUESTION 77 How do technology capabilities relate to business capabilities?

A. Technology capabilities map to business capabilities using a technology mapping matrix
B. Technology capabilities form one part of business capabilities, alongside people and process
C. Technology capabilities form a subset of business capabilities
D. A business capability defines how one technology capability relates to one or more business processes

Answer: B

QUESTION 78 Which two options describe technology capability? (Choose two.)

A. It defines an activity that one or more users must perform
B. It defines a physically implementable technology system
C. It defines what technology can do
D. It contains the technology design or blueprint
E. It is an abstract or logical view of technology

Answer: CE

QUESTION 79 Which three options are potential customer benefits of an outcome-based sales approach? (Choose three.)

A. Alignment of technology to business needs
B. Better quality security policy
C. Increased ability to mitigate risk
D. Enhanced end user support services
E. Improved financial control over technology spending
F. Focus on solutions

Answer: ACE

QUESTION 80 Which option is a trend, driving the adoption of an outcome-based sales approach?

A. Customers have more purely technical problems than they have had previously
B. Customers want to focus less on business needs and more on business outcomes
C. Customers are more empowered and skeptical, changing the way they assess and purchase technology
D. The increase in major technology innovations has led to a more siloed approach to technology purchasing

Answer: C

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