

## Valid 810-403 Dumps with VCE and PDF for Free (Question 21 - Question 30)

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Place the items on the left onto the correct type of financial benefit on the right.


Answer

Place the items on the left onto the correct type of financial benefit on the right.

Reduced CAPEX & OPEX	Reduced CAPEX & OPEX
Improved customer satisfaction	Impact on TCO
Higher employee morale	Lower project costs
Impact on TCO	Improved customer satisfaction
Lower project costs	Higher employee morale
Faster time to market	Faster time to market

QUESTION 22 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 Answer: D

QUESTION 23 Which four aspects are considered by the Business Model Canvas? (Choose four.) A. Finances B. Business structure C. Sales people D. Business development teams E. Business value proposition F. Strategic Analysis Answer: ABCE

QUESTION 24 Cisco Internet of Everything connects people, processes, things, and data. Which two of its characteristics have an impact on businesses? (Choose two.) A. Leveraging data into more useful information for decision-making B. Connecting people for measuring services' usage trends C. Delivering the solutions and products to the right person at the right time D. Having physical devices and objects connected to the Internet and to each other for intelligent decision making Answer: AD

QUESTION 25 Which two options are financial considerations related to determining business outcomes? (Choose two.) A. Capital Expenditures, Operating Expenses B. Internal Return Rate, Discount Rate C. Payback, Chargeback D. Capital Expenditures, Working Capital E. Chargeback, Showback Answer: AE

QUESTION 26 Which two activities require strong facilitation skills for gathering qualitative data? (Choose two.) A. workshop B. focus group C. survey D. questionnaire E. interview Answer: AB

QUESTION 27 When selling business outcomes, which two key points/ factors related to understanding actual achievement of goals must be considered? (Choose two.) A. specific timeframe and periods B. communicational procedures C. metrics and calculation procedures D. project management milestones Answer: AC

QUESTION 28 Which option is used to describe a customer's vision, mission, strategy, and major initiatives? A. business value chain B. business model canvas C. critical success factor D. technology implementation plan Answer: B

QUESTION 29 Which three options are examples of KPIs for Business Outcomes? (Choose three.) A. Improved customer satisfaction B. Increased IT service performance C. Lower IT asset obsolescence D. Revenue growth E. Lower OPEX F. Increased IT asset utilization Answer: ADE

QUESTION 30 Which discipline covers analyzing stakeholder expectations and their approach and posture towards technology? A. Stakeholder Relationship B. Neurolinguistics Programming C. Stakeholder Management D. Customer Relationship Management Answer: C

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