

# Lead2Passed



Lead2Passed

HOME

ALL VENDORS

GUARANTEE

FAQ

TESTIMONIALS

Login / Register My Shopcart (1)

Input your exam code ...



## Try before you buy

Download a free sample of any of our exam questions and answers

- ✓ Online Test Engine: Online Tool, Convenient, easy to study. Instant Online Access. Supports All Web Browsers.
- ✓ PDF format: Easy to read and print learning materials, our products are available in PDF file format.
- ✓ Desktop Test Engine: Installable Software Application. Simulates Real Exam Environment. Practice Offline Anytime.



### Security & Privacy

We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.



### 365 Days Free Updates

Free update is available within 365 days after your purchase. After 365 days, you will get 50% discounts for updating.



### Money Back Guarantee

Full refund if you fail the corresponding exam in 60 days after purchasing. And Free get any another product.



### Instant Download

After Payment, our system will send you the products you purchase in mailbox in a minute after payment. If not received within 2 hours, please contact us.

<http://www.lead2passed.com>

Valid Certification Exam Dumps Materials and Study Guide -  
Lead2Passed

**Exam** : **810-420**

**Title** : Understanding Cisco  
Business Value Analysis  
Fundamentals

**Vendor** : Cisco

**Version** : DEMO

NO.1 When establishing a current view of your customer, which two are internal sources of information? (Choose two.)

- A. Existing relationships
- B. Proposals submitted to the customer last year
- C. Customer's website
- D. Partner ecosystem SMEs

**Answer:** A,B

NO.2 When reviewing public financial information published by the company, what data will you find?

- A. Year-to-year changes in revenue by Geography
- B. Number of customer service reps
- C. Company analysis on acquisition alternatives
- D. List of their customers

**Answer:** A

NO.3 How should a team use findings from discovery meetings?

- A. Identify and develop a point of view on a customer's needs
- B. As input for a report on the skill level of IT staff
- C. To inform the CIO about concerns his staff has with new overtime policies
- D. To establish sales goals for the account team

**Answer:** A

NO.4 Which would be considered an internal SME?

- A. System Engineer assigned to the account
- B. Cisco Services industry consultant
- C. Cisco Channel Partner Program Manager
- D. Sales compensation analyst for the region

**Answer:** A

NO.5 Which question would be appropriate to ask a Partner SME, when doing a project for a private company?

- A. How would you describe the customer's culture?
- B. What is the customer's market share?
- C. What features will the company release in the main product next version?
- D. What is the company's net income for last year?

**Answer:** A

NO.6 Why is it important to identify customer expectations of a solution provider?

- A. This insight is useful for planning a sales approach
- B. To identify which decision makers have the largest budget
- C. This helps to identify how a Cisco solution meets the company's IT standards
- D. This information usually describes the IT and C-suite relationship

**Answer:** A