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<https://www.lead2pass.com/840-425.html> QUESTION 41 Which three options are recommendations to implement change management? (Choose three.)
A. Involve real influencers that help create engagement and support change.
B. Deliver and communicate real business benefits periodically.
C. Consider change has been accepted when it becomes part of the day to day operations.
D. Only deploy the solution when 100% of the stakeholders agree.
E. Consider change has been accepted when the partner has signed off the project.
Answer: ABC
QUESTION 42 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.
Answer: CE
QUESTION 43 Which three options are characteristics of Change Leadership? (Choose three.)
A. Creating a shared vision.
B. Creating a unique vision.
C. Encouraging and empowering people to act.
D. Addressing the emotional dimension.
E. Solving the customer problems.
Answer: ACD
QUESTION 44 What is the 360 degree feedback process?
A. Process to collect feedback from the sales force regarding the effectiveness of the solutions.
B. Process to collect feedback from multiple sources, aiming for accelerating user adoption of the Cisco solutions.
C. Process to require feedback to Cisco from multiple customers.
D. Process that Cisco executes every quarter to ask customer about partner feedback.
Answer: B
QUESTION 45 Which three options are skills and behaviors that could be measured using the 360 degree feedback process? (Choose three.)
A. Strategic thinking.
B. Managing and leading change.
C. Sales quota achievement.
D. Influencing others.
E. Attachment and renewal rates.
Answer: ABD
QUESTION 46 Which are the features that a KPI must have in order to have better impact on the organization goals?
A. Clear and specific KPIs
B. Several KPIs to measure every process
C. Complex KPIs
D. Risky but transformative
Answer: A
QUESTION 47 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
Answer: ABC
QUESTION 48 Which three benefits are derived from Business Transformation? (Choose three.)
A. become more competitive
B. establish new customer relationships
C. generate value
D. become more creative
E. accelerate the Go To Market
Answer: ABC
QUESTION 49 Which two options are true regarding a customer goal? (Choose two.)
A. A goal is a desirable business state.
B. A goal is a future expected outcome or state.
C. A goal is a milestone to reach.
D. A goal is a decision or choice.
E. A goal is a priority that makes a difference.
Answer: AB
QUESTION 50 Why is it important for a Business Value Specialist to identify customer goals?
A. To define SMART objectives.
B. To establish an action plan.
C. To define times and responsibilities.
D. To analyze risks and a mitigation plan.
Answer: A
QUESTION 51 What makes it possible to measure advance progress during Business Transformation?
A. KPI's
B. TCOC
C. ROID
D. ROCEE
E. WACC
Answer: A
QUESTION 52 Which two options are direct financial benefits of the business outcomes sales-based approach? (Choose two.)
A. Reduced CAPEX and OPEX.
B. Reduced CAPEX and increased OPEX.
C. Increased NPV.
D. Improved customer satisfaction.
E. Enabled innovation and productivity
Answer: AC
QUESTION 53 Which two options demonstrate how business outcomes should be outlined? (Choose two.)
A. Increase sales in 10% during the next fiscal year.
B. Shorten delivery times from 20 to 12 days for the next project.
C. Become the number one provider in the market.
D. Reduce the electronic waste of materials.
E. Reduce operating costs.
Answer: AB
QUESTION 54 How does IT contribute to facilitate the creation of a business strategy?
A. By developing applications that represent a broad competitive advantage.
B. With solutions that have unique functionality, focused in every area of the business.
C. Contracting services that help reduce costs and optimize the budget.
D. Using robust technology solutions throughout the organization.
Answer: D
QUESTION 55 What relationship helps achieve a bigger impact to obtain business value?
A. CEO/CFO
B. CEO /CIOC
C. CIO/CFOD
D. CIO/CMO
Answer: C
QUESTION 56 What tool can be used to determine the LoBs that add value to the customer's business?
A. Porter's House of Value.
B. Stakeholder Power Grid.
C. PEST analysis.
D. Business Capability Model.
Answer: A
QUESTION 57 Which options are three characteristics of the new billing and licensing models for IT products, solutions or services? (Choose three.)
A. Provides fixed rates.
B. Influences the value IT brings to the business.
C. Drives long term business outcomes.
D. Allows the IT department to focus on the core business.
E. Allows the customer to pay Cisco instead

of the Partner. Answer: BCD QUESTION 58Which two options are benefits of implementing IT as a Service? (Choose two.) A. Shift from CAPEX to OPEX.B. Shift from OPEX to CAPEX.C. Does not require technical support.D. Increases device dependency.E. Provides predictable expenses. Answer: AE QUESTION 59Which two options are characteristics you will find on a roadmap of business-aligned IT initiatives? (Choose two.) A. Must contain the details of the sales proposal.B. Must target the right approach.C. Must involve the appropriate group intelligence and profile a specific level of detail.D. Must include network diagrams of all the solutions involved. Answer: BC QUESTION 60Which three benefits will partners see when creating a roadmap that aligns IT initiatives to the customer's business? (Choose three.) A. Clear view of investments.B. Revenue growth.C. Technology adoption.D. Competitive advantage.E. Increased profitability. Answer: BCE More free Lead2pass 840-425 exam new questions on Google Drive: <https://drive.google.com/open?id=0B3Syig5i8gpDeERsQTNwNG1Sbjg> Lead2pass Cisco 840-425 exam dumps are audited by our certified subject matter experts and published authors for development. Lead2pass Cisco 840-425 exam dumps are one of the highest quality Cisco 840-425 Q&As in the world. It covers nearly 96% real questions and answers, including the entire testing scope. Lead2pass guarantees you pass Cisco 840-425 exam at first attempt. 2017 Cisco 840-425 (All 191 Q&As) exam dumps (PDF&VCE) from Lead2pass: <https://www.lead2pass.com/840-425.html> [100% Exam Pass Guaranteed]