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QUESTION: 27

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

- A. It enables you avoid derailing in IT conversations.
- B. It enables you to be more business relevant with Cisco technical solutions.
- C. It enables you to lock out the competition.
- D. It enables you to charge more for Cisco solutions.

Answer: D

QUESTION: 28

Which information is provided by the Cisco Partner Proposal Library?

- A. proposal templates
- B. technical descriptions
- C. Cisco pricelist
- D. FAQs for Cisco Business Edition 6000

Answer: A

QUESTION: 29

Which four companies are the strongest Cisco competitors in the area of unified communications and collaboration? (Choose four)

- A. Juniper
- B. Avaya
- C. Siemens - Unify

- D. ZTE
- E. Mitel
- F. Brocade
- G. Microsoft
- H. HP

Answer: B, C, G, H

QUESTION: 30

Which two business impacts do Cisco collaborative technologies bring to employee innovation? (Choose two.)

- A. eliminating complexity and controlling costs
- B. increasing time to market
- C. enabling disparate teams to work together to solve problems
- D. eliminating sales cycle time
- E. enhancing communications with strategic partners and suppliers

Answer: A, E

SAMPLE QUESTIONS



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