

Cisco

Exam 810-420

Understanding Cisco Business Value Analysis Fundamentals

Version: 6.0

[Total Questions: 30]

Question 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

Question No : 2

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

Question No : 3

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

Question No : 4