EXAMGOOD

QUESTION & ANSWER

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Exam : **700-410**

Title : Accelerating Cisco Partner Led Sales Excellence

Version : DEMO

1.You are helping your Partner Sales Representatives understand what marketing tools are available to help them acquire new accounts.Which two weapons/resources can you direct them to for account acquisition? (Choose two)
A.Cisco Partner Marketing Demand Generation tools like "Go -Generating Opportunities"
B.Vertical Handbooks
C.Cisco Partner Marketing Central
D.Smart Business Roadmaps
Answer: A,C

2.At which stage of the sales process should you offer a demo of Cisco solutions?
A.Prospecting
B.Qualifying
C.Proposing
D.Agreement
E.Closing
Answer: B

3.Which two statements about how to determine if a project return on investment is acceptable to your customer are true? (Choose two)
A.Compare the Internal Rate of Return of the project against the customer Internal Rate of Return
B.The customer agrees that the identified solution meets their business requirements
C.Check that our Return on Investment is better than that of the competition.
D.It is too complex to assess a project return on investment
Answer: A,C

4.What is Value Based Negotiation?
A.Negotiating based on price
B.Negotiating based on the competition price
C.Negotiating around the value the solution will deliver
D.Negotiating with Senior Management within the client
Answer: C

5.How many distinct stages are in the typical selling process?
A.4
B.5
C.6
D.7
E.8
Answer: B