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QUESTION 1

Which approach should be applied when renewing a quote?

A. Product led approach

B. Solutions led approach

C. Reward led approach

D. Concerns led approach

Correct Answer: C

QUESTION 2

Which is the first step in a solutions-led sales approach?

A. present quote to customer

B. examine previous purchases

C. identify the latest technology release

D. understand the customer\\'s objectives

Correct Answer: C

QUESTION 3

Which strategy contributes to the successful renewal of service contracts?

A. Offer discounts.

B. Lock in revenue streams through co-termination.

C. Communicate product performance, pricing, and position.

D. Discount multi-year service agreements.

Correct Answer: C

QUESTION 4

Which architecture addresses customer needs for voice, video, and data?

A. Security

B. Data Center

C. Collaboration

D. Enterprise networking

Correct Answer: D

QUESTION 5

Which discussion point helps up sell a customer?

A. Focus on what the customer already has covered on the network.

B. Discuss changes in the network and identify any uncovered additions to the network.

C. Focus on how much it will cost the customer.

D. Discuss your prior ties and why you need the sale.

Correct Answer: D

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