

## Exam Questions 700-150

Introduction to Cisco Sales

<https://www.2passeasy.com/dumps/700-150/>



#### NEW QUESTION 1

AMP for endpoints decreases time to detection. What is Cisco's security time to detection?

- A. 8 hours or less
- B. 7 hours or less
- C. 10 hours or less
- D. 6 hours or less

**Answer:** D

#### NEW QUESTION 2

Cisco converged infrastructure simplifies and speeds up infrastructure deployment with integrated and hyperconverged systems. Which of the following is not one of the solutions?

- A. FlashStack
- B. Hyperfilex systems
- C. VirtualStack
- D. FlexPod

**Answer:** C

#### NEW QUESTION 3

Cisco DNA Analytics and Assurance allow users to automate network performance management in all of the following ways. Which is not true?

- A. Simplify management
- B. Gain network visibility
- C. Save time, solve problems
- D. Turn insights into

**Answer:** D

#### NEW QUESTION 4

Cisco is positioning itself to recognize greater value and superior differentiation and deliver better business outcomes for its customers. Which of the following statements is not true?

- A. They aim to price models in a more user-centric approach
- B. They aim to provide filexible approaches to service offerings
- C. They aim to provide more solution-based offerings
- D. They aim to adopt personalized offerings to their customers

**Answer:** D

#### NEW QUESTION 5

Which of the following provides 360-degree contextual insights across users, devices, and applications using intent based networking?

- A. Cisco DNA
- B. Cisco Hosted Collaboration Solution
- C. Cisco Unified Computing System
- D. Cisco Meraki

**Answer:** A

#### NEW QUESTION 6

How do you define a business outcome?

- A. a process of estimating future sales
- B. a measurable result of an activity or process within the business
- C. a plan that positions a company's brand or product to gain a competitive advantage
- D. a strategy that sets out sales targets and tactics for the business

**Answer:** C

#### NEW QUESTION 7

Cisco HyperFlex delivers complete hyperconvergence. Which of the following is not a feature of this solution?

- A. Portable database applications
- B. Flash-optimized system
- C. Flexible scaling
- D. High data availability

**Answer:** A

#### NEW QUESTION 8

Security attacks are stealthier than ever. Pervasive protection is needed. When should it be implemented?

- A. All of the above
- B. After the attack
- C. During the attack
- D. Before the attack

**Answer:** A

#### NEW QUESTION 9

Which of the following describes the benefits of Cisco intelligent automation for cloud software?

- A. It defines the deployment and management requirements of an entire application stack.
- B. It automates sophisticated data center and standard business processes from a single, selfservice portal.
- C. It builds a robust security architecture while significantly reducing WAN costs and time to deploy new services.
- D. It includes Wireless LAN, Security/SD-WAN, Switching, Mobility Management, and Insignia

**Answer:** B

#### NEW QUESTION 10

In terms of technical focus ("business alignment"), which is not a phase in this approach?

- A. Discover
- B. Propose
- C. Design
- D. Purchase

**Answer:** D

#### NEW QUESTION 10

The Cisco DX Series is ideal for everyone who collaborates. Which is a feature of this product?

- A. Intuitive touchscreen
- B. Accessible from any browsers
- C. Dual screen options
- D. Real-time private and group chat

**Answer:** A

#### NEW QUESTION 15

Cisco Fog Data Services are software services that deliver edge analytics, control, and security for data in the fog. Which of the following is not a feature or benefit?

- A. Network compliance
- B. Analytics at the network edge
- C. Application control of IoT sensors
- D. Security and privacy

**Answer:** A

#### NEW QUESTION 19

As a Cisco partner, you will get the support to differentiate your business and grow based on the unique value you offer. Which group shows the type of discounts available?

- A. Value Incentive Program, Teaming Incentive Program, Opportunity Incentive Program
- B. Migration Incentive Program, Opportunity Incentive Program, Teaming Incentive Program
- C. Partner Plus Program, Migration Incentive Program and Teaming Incentive Program
- D. Migration Incentive Program, Partner Plus Program and Teaming Incentive Program

**Answer:** B

#### NEW QUESTION 22

Cisco aims to reduce their environmental impact as part of their green vision. Which of the following is not one of the ways?

- A. Implemented over 100 energy efficiency and renewable energy projects in FY16
- B. Improving product power consumption from plug to port
- C. Used electricity generated from renewable sources for 77% of electricity demand in FY16
- D. Reduce greenhouse gas emissions by 80% by FY17

**Answer:** A

#### NEW QUESTION 23

Cisco has phones and desktop endpoints. Which of the following is an example?

- A. Cisco Webex Board

- B. Cisco IP Phone
- C. Cisco Jabber
- D. Cisco Telepresence 1X5000 series

**Answer:** B

#### NEW QUESTION 26

The Cisco Email Security Appliance is an email security gateway product. Which is not an email-borne threat?

- A. Spam
- B. Phishing attempts
- C. Malware
- D. Junk E-mail

**Answer:** A

#### NEW QUESTION 29

Cisco collaboration edge architecture helps improve the end user experience while offering security, ease of deployment and open-standards interoperability. Which of the following is not a gateway product?

- A. Cisco Expressway series
- B. Cisco Unified Border Element
- C. Cisco Unified Communication Manager
- D. Cisco TDM Gateways

**Answer:** B

#### NEW QUESTION 33

Cisco has long been the world's dominant supplier of computer networking products, systems and services. Which of the following is not included in Cisco's current product lines?

- A. LAN
- B. Routers
- C. Application Delivery Controllers
- D. Switches
- E. WAN

**Answer:** C

#### Explanation:

[https://en.wikipedia.org/wiki/Application\\_delivery\\_controller](https://en.wikipedia.org/wiki/Application_delivery_controller)

#### NEW QUESTION 36

Networks are more complex than ever and devices are proliferating by the minute. It's harder to see what's on the network, and it's harder to spot a threat. Cisco's Network Visibility and Enforcement solution combines which of the following?

- A. Cisco Stealthwatch Enterprise, the Cisco Identity Services Engine, and Cisco TrustSec technology
- B. Cisco Enforcement Enterprise, the Cisco Identity Services Engine, and Cisco TrustSec technology
- C. Cisco Stealthwatch Enterprise, the Cisco Identity Services Engine, and Cisco wireless technology
- D. Cisco Stealthwatch Enterprise, the Cisco Ideas Engine, and Cisco TrustSec technology

**Answer:** A

#### Explanation:

[https://www.cisco.com/c/en\\_ca/products/security/network-visibility-enforcement/index.html](https://www.cisco.com/c/en_ca/products/security/network-visibility-enforcement/index.html)

#### NEW QUESTION 38

In the Cisco DNA 8 framework, which is not a component of the enterprise controller?

- A. Automation
- B. Analytics
- C. Avoidance
- D. Assurance

**Answer:** C

#### Explanation:

<https://www.cisco.com/c/dam/en/us/solutions/collateral/enterprise-networks/solution-overviewwc22-738468.pdf>

#### NEW QUESTION 43

A business requirement is something that is needed by business stakeholders. Business achievements should achieve the following except for?

- A. Reflected in a business requirements document
- B. Provides the overall direction of the business
- C. Provide value to the business
- D. Describe what the business needs

**Answer:** A

**Explanation:**

[https://community.cisco.com/legacyfs/online/ccde\\_9781587144615\\_chapter1.pdf](https://community.cisco.com/legacyfs/online/ccde_9781587144615_chapter1.pdf)

#### NEW QUESTION 48

Cisco fog delivers business outcomes. Which is not one of the outcomes mentioned in the slides?

- A. Improve operational effectiveness
- B. Gain new revenue streams
- C. Increase product quantity
- D. Increase customer satisfaction and trust

**Answer:** C

**Explanation:**

<https://www.cisco.com/c/en/us/solutions/internet-of-things/iot-data-analytics.html>

#### NEW QUESTION 50

Cisco has a five-phased cloud plan. Which of the following is not one of the phases?

- A. Cloud Native Stacks
- B. Containers and Analytics
- C. Multi-cloud management
- D. Application renewal

**Answer:** D

**Explanation:**

[https://www.cisco.com/c/dam/m/en\\_emea/events/2016/emeardcpc2016/pdfs/day\\_3/Cisco\\_s\\_Clo ud\\_Strategy-Dowdy\\_Ulander.pdf](https://www.cisco.com/c/dam/m/en_emea/events/2016/emeardcpc2016/pdfs/day_3/Cisco_s_Clo ud_Strategy-Dowdy_Ulander.pdf)

#### NEW QUESTION 54

Which group makes up Cisco's collaboration portfolio?

- A. customer care, conferencing, team innovation, and telepresence
- B. unified communications, customer care, conferencing, and collaboration endpoints
- C. unified communications, customer care, team innovation, and conferencing
- D. unified communications, customer care, team innovation, and collaboration endpoints

**Answer:** B

**Explanation:**

<https://www.cisco.com/c/en/us/solutions/collaboration/index.html#~stickynav=2>

#### NEW QUESTION 59

Cisco's products and solutions are based on an open network architecture. Which of the following is not a principal technology?

- A. Multi vendor orchestration
- B. 4G Networks
- C. Model driven telemetry
- D. Real-time analytics

**Answer:** B

**Explanation:**

<https://www.cisco.com/c/en/us/solutions/service-provider/virtualizationautomation.html#~stickynav=1>

Cisco's goal is to share methodology, tools and prescriptive guidance to help their partners build their own customer success practice. What are some of the partner resources?

- A. Launch hub, services hub, Cisco ready, marketing velocity
- B. Launch hub, services hub and marketing velocity
- C. Cisco ready, launch hub and services hub
- D. Launch hub and services hub

Answer: B

#### NEW QUESTION 64

Cisco offers customer care solutions for contact centers. Which option is not correct?

- A. Cisco Remote Expert Mobile
- B. Cisco Inbound Option
- C. Cisco Unified call studio
- D. Cisco Outbound Option

**Answer:** C

#### NEW QUESTION 66

Which is a key benefit of Cisco UCS?

- A. hardware-centric design
- B. distributed infrastructure management
- C. unified network fabric
- D. integrated third-party applications

**Answer:** C

**Explanation:**

Which of the following is a key feature of Cisco Data Center?

- A. software-defined segmentation
- B. quick mitigation of threats that breach defences
- C. hyperconvergence for databases
- D. seamless multicloud mobility

**NEW QUESTION 70**

Which of the following could be defined as a long-term plan that enables the business to work toward achieving its vision by considering business operations, value proposition, customers, and finance?

- A. Goals
- B. Strategy
- C. Objectives
- D. Mission

**Answer:** D

**NEW QUESTION 71**

Which of the following is not a feature of Cisco ONE software?

- A. Software license tied to hardware
- B. License portability and flexibility
- C. Access to innovation, upgrades and new capabilities
- D. Simple set of solutions in networks and cloud

**Answer:** C

**NEW QUESTION 76**

how long is the average time to detection of a security threat for Cisco customer?

- A. 28 days
- B. 3 days
- C. 17 days
- D. 100 days

**Answer:** D

**NEW QUESTION 79**

Which is the management component in Cisco's intent based networking solution?

- A. UCS Director
- B. UCS Central
- C. DNA Center
- D. CloudCenter

**Answer:** D

**NEW QUESTION 84**

Which of the following are features of the Cisco Firepower NGFW?

- A. threat focused
- B. fully integrated
- C. unified management
- D. cloud based

**Answer:** A

**NEW QUESTION 88**

What approach does Cisco take to provide pervasive and comprehensive security for our customers?

- A. Digital Forensic Model
- B. Cisco ONE Security Model
- C. Threat-Centric Security Model
- D. Insight-Led Security Analytics

**Answer:** C



#### NEW QUESTION 92

In addressing the full attack continuum, what type of capabilities are required before an attack?

- A. Preventive and Response
- B. Preventive and Detective
- C. Predictive and Response
- D. Preventive and Predictive

**Answer:** A

#### NEW QUESTION 96

Which program requires partners to offer at least two cloud or managed services based on Cisco technology?

- A. Cisco CMSP Advanced
- B. Cisco Specializations
- C. Cisco Solution Partner Program
- D. Cisco CMSP Express

**Answer:** A

#### NEW QUESTION 98

Which phrase best describes Unified Communications?

- A. voice and video collaboration services accessed from a unified endpoint
- B. mobile endpoint applications that unify voice, video, and presence services to streamline communications and enhance productivity and collaboration
- C. integrated voice, video, mobility, and presence services across endpoints, devices, and applications
- D. video conferencing accessible across endpoints, devices, and applications within an organization

**Answer:** A

#### NEW QUESTION 103

Which of the following are included in Cisco's portfolio of converged infrastructure solutions?

- A. VersaStack.VxBlock.FlexStack.andFlexPod
- B. FlashStack.VersaStack.HyperFlex.andVxBlock
- C. HyperFlex.FlexPod.FlexStack.andVxBlock
- D. HyperFlex.Talos.VxBlock.andVersaStack

**Answer:** B

#### NEW QUESTION 107

Which of the following are included on the Offering Pattern Reference Model?

- A. offerings, routes to market, pricing schedules, and service agreements
- B. pricing schedules, service agreements, routes to market, and opportunity paradigms
- C. offerings, markets, pricing methods, location, and routes to market
- D. offerings, pricing schedules, service agreements, and routes to market

**Answer:** D

#### NEW QUESTION 108

Which collaboration product can count meeting participants and provide analytics for usage and resource planning?

- A. Cisco MX Series
- B. Cisco Webex Board
- C. Cisco Webex Room Series
- D. Cisco TetePresence 1X5000 Series

**Answer:** D

#### NEW QUESTION 110

What are the four BOST Enterprise Architecture Framework views?

- A. Busines
- B. Operations, Security, and Tactics
- C. Busines
- D. Operations, Security, and Technology
- E. Business, Operations, Systems, and Technology
- F. Business, Operations, Sales, and Talent

**Answer:** A

#### NEW QUESTION 112

What key aspect of digitization allows the deployment of new services without lengthy and costly investments in server or networking infrastructure"?

- A. Enterprise network architecture
- B. data science
- C. streaming services
- D. cloud computing

**Answer:** C

#### NEW QUESTION 117

Which of these is one-step Cisco is aiming to take to reduce the company's environmental impact by the year 2022?

- A. Cisco is aiming to run at least 35 percent of its global operations exclusively on solar power.
- B. Cisco is aiming to use electricity generated from renewable sources for at least 85 percent of the company's global electricity needs
- C. Cisco is improving product power consumption and aiming to increase system efficiency to 99 percent
- D. Cisco is aiming to reduce greenhouse gas emissions by 15 percent from its global operations

**Answer:** D

#### NEW QUESTION 122

Which type of business requirements define the required parameter for a solution?

- A. technical requirements
- B. transitional requirements
- C. functional requirements
- D. general business requirements

**Answer:** B

#### NEW QUESTION 127

Which statement about Cisco Unified Fabric is true?

- A. Cisco Unified Fabric enables industry-leading, multidimensional scalability
- B. Cisco Unified Fabric can only be used in LAN environments
- C. Organizations must be in the cloud in order to benefit from Cisco Unified Fabric
- D. Organization can trust in the innovative focus of Cisco Unified Fabric, allowing IT teams to focus on maintaining technology

**Answer:** C

#### NEW QUESTION 132

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