

Cisco

Exam Questions 700-150

Introduction to Cisco Sales



NEW QUESTION 1

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

NEW QUESTION 2

Cisco IT increases security effectiveness with Cisco Advanced Malware Protection (AMP). Which of the following lists the 3 approaches for the AMP endpoints security solution?

- A. Prevent, detect, respond
- B. Prevent, react, respond
- C. Protect, detect, respond
- D. Predict, prevent, respond

Answer: A

NEW QUESTION 3

A business capability consists of which of the following to enable the long-term strategy of the business?

- A. Security, enablement, experience
- B. Technology, expertise, process
- C. People, tools, experience
- D. People, process and technology

Answer: D

NEW QUESTION 4

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: A

NEW QUESTION 5

With Cisco ONE, what happens when a customer refreshes hardware?

- A. The customer can refresh hardware in the same tier and port software at no charge but must purchase new licenses for the next tier of hardware
- B. The customer can refresh or go to the next tier or hardware and port or upgrade software at no additional charge
- C. The customer must purchase entirely new software licenses
- D. The customer can refresh hardware in the same tier and port software at no charge, or go to the next tier of hardware and just pay the difference for their software

Answer: D

NEW QUESTION 6

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/virtualization-automation.html#~:stickynav=1>

NEW QUESTION 7

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

NEW QUESTION 8

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: A

NEW QUESTION 9

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: D

NEW QUESTION 10

Customer relationship takes into consideration the conceptual nature of person as compared to their detailed nature. What does conceptual nature means?

- A. The conceptual nature of a person is about their knowledge and their intrinsic and extrinsic motivations.
- B. The conceptual nature of a person is about their work experience and their intrinsic and extrinsic motivations.
- C. The conceptual nature of a person is about their personality and their intrinsic and extrinsic motivations.
- D. The conceptual nature of a person is about their attitude and their intrinsic and extrinsic motivations.

Answer: C

NEW QUESTION 10

The Cisco Data Center captures the intent of users and applications. Which is not a benefit?

- A. Enhance IT operations
- B. Seamless multicloud mobility
- C. Enhanced application performance
- D. Pervasive security

Answer: A

Explanation:

<https://cdw-prod.adobe.com/content/dam/cdw/on-domain-cdw/brands/cisco/intent-based-data-center.pdf>

NEW QUESTION 15

What three key engines power Cisco DNA Center?

- A. Identity Service Engine, Network Automation Platform, Encrypted Traffic Analytics
- B. Identity Encryption Engine, Network Automation Platform, Network Data Platform
- C. Network Control Platform, Network Automation Platform, Network Encryption Platform
- D. Identity Service Engine, Network Control Platform, and Network Data Platform

Answer: B

NEW QUESTION 20

Cisco Intelligent Automation for Cloud software delivers the critical foundational layer for holistically deploying and managing cloud-based services. This software solution improves agility, flexibility, and speed with all but one of the following:

- A. Physical resources
- B. An orchestration engine
- C. Self-service portal
- D. Advanced cloud management capabilities

Answer: A

NEW QUESTION 25

Which phase of Cisco's Sales Cycle involves the presentation of the business case to relevant stakeholders?

- A. Design and Distribute
- B. Customer Commitment
- C. Analyze and Design
- D. Research and Analyze

Answer: D

NEW QUESTION 28

Which of Cisco's channel routes to market uses automated campaigns driven by customer data to optimize seller efficiency and productivity?

- A. Digital Touch
- B. Field Sales
- C. Virtual Sales
- D. Partners

Answer: A

NEW QUESTION 31

Which is a unique capability of Meraki MX?

- A. API-based management
- B. Java-API console management
- C. single pane of glass management for full stack branch infrastructure
- D. camera grade security for data centers

Answer: C

NEW QUESTION 32

What is the negative impact of digitization on businesses?

- A. Moving applications away from the web
- B. Putting demands on the network
- C. Making old experiences seem new
- D. Increasing the security of data

Answer: B

NEW QUESTION 35

In terms of SMART Business outcomes, what does the "S" stand for?

- A. Strategic
- B. Short
- C. Structured
- D. Specific

Answer: D

NEW QUESTION 40

Cisco Identity Services Engine (ISE) is a network administration product that enables the creation and enforcement of security and access policies for endpoint devices connected to a company's routers and switches. Which of the following is not a benefit?

- A. Control all access from one place
- B. Destroy malware
- C. See and share rich user and device details
- D. Stop and contain threats

Answer: B

NEW QUESTION 44

In terms of Cisco's business outcome sales roles, there are many variations in the teams that engage with customers. Which of the following is not one of these teams?

- A. Services team
- B. Account team
- C. Team leadership
- D. Marketing team

Answer: D

NEW QUESTION 49

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 51

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 53

What is one way that Cisco ONE provides business value to customers?

- A. It allows each department to manage IT separately by creating multiple portals for license management.
- B. It allows IT to consume software only as CAPEX
- C. It provides better solution suites by focusing exclusively on WAN.
- D. It increases the value of software by making the software portable across hardware.

Answer: D

NEW QUESTION 58

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: B

NEW QUESTION 60

Cisco was the first company to provide which product commercially?

- A. Remote access devices
- B. Fibre-optic networking
- C. Multiprotocol routers
- D. Wireless networking

Answer: C

NEW QUESTION 63

Cisco's certification and global partner network encourages and recognizes partners for their breadth of skills across certain technologies. Which of the following is not a Badge level?

- A. Gold
- B. Select
- C. Silver
- D. Premier

Answer: C

NEW QUESTION 65

Which Cisco network administration product enables the creation and enforcement of security and access policies for a company's connected endpoint devices'?

- A. Cisco Identity Services Engine
- B. Cisco Stealthwatch Enterprise
- C. Cisco TrustSec
- D. Cisco Platform Exchange Grid

Answer: A

NEW QUESTION 67

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 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: A

NEW QUESTION 73

What are the top three protecting capabilities of Cisco Data Center?

- A. enforce, segment, and access
- B. segment, enforce, and detect
- C. detect, authenticate, and replicate
- D. detect, replicate, and access

Answer: B

NEW QUESTION 77

What is the Cisco TelePresence IX5200?

- A. a flexible videoconferencing solution designed for small huddle spaces
- B. an advanced all-in-one desktop collaboration solution featuring high-definition video
- C. an intelligent dual-camera speaker tracking solution with two LED screens
- D. a state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people

Answer: D

NEW QUESTION 80

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 82

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 86

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 90

In covering the full attack continuum, which are the proposed solutions after an attack?

- A. Networks access control and identity services
- B. E-mail and web security solutions
- C. Firewalls and next generation firewalls
- D. Advanced malware protection and network behavior analysis

Answer: D

NEW QUESTION 94

One of the conferencing solutions for recording and streaming simplifies the process of capturing and sharing many types of content throughout your organization. Name the product.

- A. Cisco TelePresence Content Server
- B. Cisco TelePresence Exchange System
- C. Cisco TelePresence Server
- D. Cisco TelePresence Recording Server

Answer: A

NEW QUESTION 99

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. Hyperflex systems
- C. VirtualStack
- D. FlexPod

Answer: C

NEW QUESTION 102

Which feature of WebEx Teams allows customers to collaborate on sketches?

- A. bots
- B. integrations
- C. whiteboarding
- D. messaging

Answer: C

NEW QUESTION 105

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 107

Which phrase best describes the Cisco DX series?

- A. a service solution that offer business messaging, calling, and persistent meeting spaces
- B. a flexible and scalable platform for videoconferencing rooms :
- C. a mobile endpoint solution designed to connect learns at any time, in any place
- D. an all-in-one desktop collaboration device with an intuitive touchscreen

Answer: D

NEW QUESTION 110

What is Cisco Unified Fabric?

- A. the latest technology that is used to power Cisco routers
- B. the fabric that connects people, technology and business
- C. a primary building block for cloud-based, virtualized, and general purpose data centers
- D. a software based solution for data centers

Answer: C

NEW QUESTION 111

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

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

Answer: C

NEW QUESTION 115

How long is the average "time to detection" of a security threat for Cisco's customers?

- A. 48 hours
- B. 4 hours
- C. 3 days
- D. 17 hours

Answer: D

NEW QUESTION 117

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 119

The Cisco Stealthwatch Enterprise is about scalable visibility and security analytics across your business. Which is not a feature?

- A. Extend your network visibility
- B. Simplify network segmentation
- C. Claim immunity to cloud outages
- D. Speed up incident response and forensics

Answer: C

NEW QUESTION 120

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: C

NEW QUESTION 124

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-overview-c22-738468.pdf>

NEW QUESTION 125

Cisco UC platform consists of which 3 featured products?

- A. Business Edition 6000, Unified Manager, HD Video
- B. Cisco Webex Teams, Business Edition 6000, HD Video
- C. Cisco Webex Teams, Unified Communications Manager
- D. Cisco Webex Teams, Business Edition 6000, Unified Communications Manager

Answer: D

NEW QUESTION 127

Cisco Catalyst 9000 is built for SD access. Which of the following are the features?

- A. Fixed access, future-proofed and mobility
- B. Convergence, fixed core and first in enterprise
- C. Future-proofed, industry's unmatched and first in enterprise
- D. Fixed access, industry's unmatched and first in enterprise

Answer: B

NEW QUESTION 128

Cisco TrustSec technology uses software-defined segmentation to simplify the provisioning of network access, accelerate security operations, and consistently enforce policy anywhere in the network. Which of the following is not a feature and benefit?

- A. Apply policies across the network
- B. Increased risks
- C. Lower operational expenses
- D. Streamline compliance

Answer: B

Explanation:

<https://www.cisco.com/c/en/us/solutions/collateral/enterprise-networks/trustsec/solution-overview-c22-737173.h>

NEW QUESTION 132

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