

Exam Questions 700-150

Introduction to Cisco Sales

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NEW QUESTION 1

The Cisco enterprise routing portfolio delivers an uncompromised experience across which 4 areas?

- A. Cloud, Branch, WAN and Firewalls
- B. Cloud, LAN, WAN and Data Centre
- C. Branch, Cloud, Data Centre and WAN
- D. Data Centre, Cloud, Branch and LAN

Answer: C

Explanation:

<https://www.cisco.com/c/dam/en/us/products/collateral/routers/4000-series-integrated-servicesrouters- isr/enterprise-routing-portfolio-poster.pdf>

NEW QUESTION 2

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 3

Cisco 1000 series integrated services routers are fixed, high performance routers. Which is not a benefit of the routers?

- A. Connectivity
- B. Ease of use
- C. Exclusivity
- D. Comprehensive security

Answer: C

NEW QUESTION 4

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 5

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 6

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 7

What is Cisco's approach to business outcome sales?

- A. It focuses on developing a business-focused view of the customer enterprise and places their needs and business outcomes from a customer-centric perspective.
- B. It focuses on increasing revenue and reducing costs from a customer-centric perspective.
- C. It focuses on enabling their sales team with the necessary tools and products to increase their market share.
- D. It focuses on differentiating themselves as a market leader in security solutions from a profits centric perspective.

Answer: B

NEW QUESTION 8

How does Cisco's web security appliance protect the organization?

- A. file reputation during an attack
- B. daily scanning of web traffic for anomalies
- C. parallel AV scanning
- D. automated monitoring and analysis across the network

Answer: D

NEW QUESTION 9

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 10

Which of the following are the top three protecting capabilities of Cisco Data Center?

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

Answer: D

NEW QUESTION 10

Customers are investing in uncompromised security of which 3 areas?

- A. WAN, Cloud, Mobility
- B. Cloud, Mobility and LAN
- C. DC, Access and WAN
- D. WAN, LAN, Cloud

Answer: A

Explanation:

<https://www.cisco.com/c/dam/en/us/products/collateral/software/one-software/one-overviewdeck.pdf>

NEW QUESTION 13

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

NEW QUESTION 14

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 16

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 18

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 20

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 23

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 28

Which Cisco technology uses software-defined segmentation to simplify the provisioning of network access, accelerate security operations, and consistently enforce policy on the network?

- A. Cisco Tatos
- B. Cisco TrustSec
- C. Cisco Stealthwatch Engine
- D. Cisco Platform Exchange Grid

Answer: D

NEW QUESTION 29

Which Cisco mobile end point application provides instant messaging, voice and video calls, voice messaging, desktop sharing, conferencing, and presence?

- A. Cisco Jabber
- B. Cisco Webex Teams
- C. Cisco TetePresence MX
- D. Cisco Expressway

Answer: A

NEW QUESTION 31

Which services make up the Cisco Unified Wireless Network's Mobility Services Framework?

- A. Guest Acces
- B. Securit
- C. Data, and Location
- D. Guest Acces
- E. Security, Data, and Voice
- F. Guest Acces
- G. Securit
- H. Location, and Voice
- I. Guest Acces
- J. Data, Location, and Voice

Answer: D

NEW QUESTION 36

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 39

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 44

Which Cisco cloud-managed solution allows customers to unify management in a secure, browserbased dashboard?

- A. Cisco UCS
- B. Cisco Intersight
- C. Cisco Hyperfilex
- D. Cisco Meraki

Answer: A

NEW QUESTION 48

Which solution offers complete collaboration for midsize businesses up to 1000 employees'?

- A. Cisco BE7k
- B. Cisco BE6k
- C. Cisco UC1k
- D. Cisco Jabber

Answer: D

NEW QUESTION 51

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