

700-150 Dumps

Introduction to Cisco Sales

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NEW QUESTION 1

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 2

Cisco has endpoints that are designed to improve collaboration and address the widest range of use cases. Which of the following is not an endpoint?

- A. Phones and Desktop endpoints
- B. Video End Point Applications
- C. Room and Immersive Systems
- D. Mobile End Point Applications

Answer: D

NEW QUESTION 3

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 4

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 5

What is a key benefit of Cisco's hybrid services for collaboration?

- A. Customers can utilize conferencing solutions with Cisco Webex while retaining control of their collaboration services.
- B. Cisco manages all collaboration services so a customer's IT resources can focus on strategic priorities.
- C. Customers can choose multiple types of collaboration endpoints.
- D. Customers gain the benefit of Cisco Hosted Collaboration Solution services while retaining ownership and control of their collaboration services.

Answer: B

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 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 8

Cisco Unified Data Center offers some benefits to customers. Which is not a benefit?

- A. Gain control over increasing complexity
- B. Sophisticated capabilities made simple
- C. Deliver more value, faster to all lines of business
- D. State of the art infrastructure

Answer: B

NEW QUESTION 9

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 10

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 10

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: CExplanation:

Explanation:

https://en.wikipedia.org/wiki/Application_delivery_controller

NEW QUESTION 15

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_emeas/events/2016/emeardcpc2016/pdfs/day_3/Cisco_s_Cloud_Strategy-Dowdy_Ulander.pdf

NEW QUESTION 18

In terms of infrastructure, the DNA centre is powered by 3 key engines. Which is the correct group?

- A. Context, Automation, Networking
- B. Policy, Context, Analytics
- C. Policy, Automation, Analytics
- D. Encryption, Context, Analytics

Answer: C

Explanation:

<https://www.cisco.com/c/en/us/products/collateral/cloud-systems-management/dna-center/nb-09-dna-center-data-sheet-cte-en.html>

NEW QUESTION 23

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 26

How is creating and capturing business value achieved by Cisco?

- A. determining the business priorities, business capabilities, and business solutions that enable the customer-defined outcomes
- B. strategizing with the sales team on how to empower their sales personnel in attaining business goals
- C. delving into the main issues faced by customers and getting feedback from previous work done
- D. measuring the efforts of every team in delivering on their promises

Answer: A

NEW QUESTION 27

Which hybrid and public cloud solution services help customers design, plan, accelerate, and de-risk multi-cloud migration?

- A. Cloud Consume
- B. Cloud Protect
- C. Cloud Advisory
- D. Cloud Connect

Answer: A

NEW QUESTION 31

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 34

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 35

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 37

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: C

NEW QUESTION 38

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 43

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: C

NEW QUESTION 45

Which phrase best describes Cisco's software strategy'?

- A. implement a build-and-fix software development model
- B. identify and communicate risks
- C. promote collaboration among in teams and organizational levels
- D. use software and software-defined solutions to help customers realize more value from their IT investments across their organizations

Answer: D

NEW QUESTION 47

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 50

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 52

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