Cisco

Exam Questions 700-150

Introduction to Cisco Sales

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
What does Cisco call the intelligent, closed-loop, and self-optimizing system built on Cisco DNA?

A. The Assured Network
B. The Automated Network
C. The Encryption Initiative
D. The Network Intuitive

Answer: B

NEW QUESTION 3
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 4
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 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
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 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
The Cisco Cloudlock protects your cloud users, data and apps. Which of the following is not under the coverage of Cloudlock?

A. Facebook
B. Salesforce.com
C. Box
D. Slack

Answer: A

NEW QUESTION 9
A variety of factors drive the target state of the business. Which of the following is not a factor?

A. Values
B. Mission
C. Vision
D. Client engagement

Answer: B

NEW QUESTION 10
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-overviewc22- 738468.pdf

NEW QUESTION 10
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
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 19
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 21
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 22
What tool helps the Cisco Business Architect to gain and leverage their knowledge of the customer's business?

A. Collaborative Business Model
B. Solution Architecture Design Map
C. Business Model Canvas
D. Customer Requirement Map

Answer: C

NEW QUESTION 24
Which of the following could be considered a business outcome'?

A. to nounsh people and the planet
B. customer experience/innovation/fulfillment
C. implements direct-to-customer experience by the end of FY 2021
D. respect employees, customers, and suppliers

Answer: B

NEW QUESTION 29
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 30
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 31
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: D

NEW QUESTION 34
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 37

Which of the following are included in Cisco's current networking product lines?

A. switches, routers, application delivery controllers, LAN, and WAN
B. switches, routers, and application delivery controllers
C. application delivery controllers, LAN, and WAN
D. switches, routers, LAN, and WAN

Answer: D

NEW QUESTION 40
What is Cisco's approach to business outcome sales?

A. Cisco's approach focuses on increasing revenue and reducing costs from a customer centric perspective
B. Cisco's approach focuses on developing a business-focused view of the customer enterprise looking at needs and business outcomes from a customer cenric perspective
C. Cisco's approach focuses on differentiating itself as a market leader in security solutions from a profits centric perspective
D. Cisco's approach focuses on enabling its sales team with the necessary tools and products to increase its market share

Answer: B

NEW QUESTION 43
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 44
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 al no charge, or go to the next her of hardware and just pay the difference for their software

Answer: B

NEW QUESTION 45
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 48
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