

Cisco

Exam Questions 700-150

Introduction to Cisco Sales



NEW QUESTION 1

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: D

Explanation:

<https://www.ironshare.co.uk/technical/ciscos-attack-continuum/>

NEW QUESTION 2

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 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

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 5

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 6

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 7

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

- 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 8

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: A

NEW QUESTION 9

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 10

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 10

Cisco TrustSec software-defined segmentation is simpler to enable than VLAN-based segmentation. Which of the following is not a feature of TrustSec?

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

Answer: A

NEW QUESTION 11

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

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

Answer: D

NEW QUESTION 16

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: C

NEW QUESTION 19

During which phases of protection would Cisco's Next Generation Firewalls be deployed?

- A. after an attack
- B. during an attack
- C. before an attack
- D. during and after an attack

Answer: C

NEW QUESTION 21

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

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

Answer: D

NEW QUESTION 25

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: A

NEW QUESTION 27

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

NEW QUESTION 29

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 32

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 36

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 41

Which of the following are included in Cisco's Collaboration Portfolio?

- A. Unified Communications, Customer Care, Conferencing, and Collaboration Endpoints
- B. Unified Communications, Unified Management, Customer Care, and Conferencing
- C. Unified Management, Customer Car
- D. Conferencing, and Collaboration Endpoints
- E. Unified Management, Unified Communication
- F. Conferencing, and Collaboration Endpoints

Answer: A

NEW QUESTION 43

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 48

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 51

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 53

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 58

Cisco's software defined access allows customers to get network speed, security and peace of mind. Which of them is not one of the capabilities?

- A. Secure from evolving threats
- B. Limits the network access
- C. Prepare for IoT growth
- D. Adapt to mobile demands

Answer: D

NEW QUESTION 63

What types of collaboration endpoints are offered by Cisco?

- A. phone, mobile, and virtual
- B. phone, desktop, room, and mobile
- C. desktop, room, and virtual
- D. phone, desktop, room, mobile, and virtual

Answer: D

NEW QUESTION 66

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 71

Which of the following describes the NFV ENCS Virtualized branch?

- A. a cloud-delivered overlay WAN architecture that facilitates digital and cloud transformation for enterprises
- B. a hybrid platform that combines the benefits of a traditional router and a traditional server to offer the same functionality with a smaller infrastructure footprint
- C. a security application that mitigates vulnerabilities to offer branch and consumers protection where they need it most
- D. a network device that mathematically verifies the entire network for correctness

Answer: A

NEW QUESTION 74

Which group represents the Cisco partnership levels?

- A. Bronze, Silver, Gold, Select, Multinational
- B. Select, Premier, Gold, Multinational, Global Gold
- C. Affiliate, Associate, Preferred, Select, Global
- D. Bronze, Silver, Gold, Platinum, Global

Answer: B

NEW QUESTION 79

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

- A. Guest Access, Securit
- B. Data, and Location
- C. Guest Access, Security, Data, and Voice
- D. Guest Access, Securit
- E. Location, and Voice
- F. Guest Access, Data, Location, and Voice

Answer: C

NEW QUESTION 84

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 88

.....

Thank You for Trying Our Product

We offer two products:

1st - We have Practice Tests Software with Actual Exam Questions

2nd - Questions and Answers in PDF Format

700-150 Practice Exam Features:

- * 700-150 Questions and Answers Updated Frequently
- * 700-150 Practice Questions Verified by Expert Senior Certified Staff
- * 700-150 Most Realistic Questions that Guarantee you a Pass on Your First Try
- * 700-150 Practice Test Questions in Multiple Choice Formats and Updates for 1 Year

100% Actual & Verified — Instant Download, Please Click
[Order The 700-150 Practice Test Here](#)