

## 700-150 Dumps

### Introduction to Cisco Sales

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**NEW QUESTION 1**

Cisco offers customer care solutions for contact centers. Which option is not correct?

- A. Cisco Outbound Option
- B. Cisco Unified call studio
- C. Cisco Inbound Option
- D. Cisco Remote Expert Mobile

**Answer:** B

**NEW QUESTION 2**

What tool helps the Cisco Business Architect to gain and leverage their knowledge of the customer's business?

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

**Answer:** B

**NEW QUESTION 3**

Which networks benefit from the consistent enforcement policies enabled by Cisco's approach to security?

- A. physical, virtual, and cloud networks only
- B. physical and cloud networks only
- C. physical networks only
- D. physical, virtual, remote, and cloud networks

**Answer:** D

**NEW QUESTION 4**

Which is a key benefit of Cisco UCS?

- A. integrated third-party applications
- B. unified network fabric
- C. distributed infrastructure management
- D. hardware-centric design

**Answer:** B

**Explanation:** Which of the following is a key feature of Cisco Data Center?

- A. software-defined segmentation
- B. quick mitigation of threats that breach defences
- C. hyperconvergence for databases
- D. seamless multicloud mobility

**NEW QUESTION 5**

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

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

**Answer:** A

**NEW QUESTION 6**

How long is the average time to detection of a security threat for Cisco customer?

- A. 100 days
- B. 17 days
- C. 3 days
- D. 28 days

**Answer:** A

**NEW QUESTION 7**

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

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

**Answer:** B

**NEW QUESTION 8**

Which of the following are features of the Cisco Firepower NGFW?

- A. cloud based
- B. unified management
- C. fully integrated
- D. threat focused

**Answer:** D

**NEW QUESTION 9**

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

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

**Answer:** B

**NEW QUESTION 10**

In addressing the full attack continuum, what type of capabilities are required before an attack?

- A. Preventive and Predictive
- B. Predictive and Response
- C. Preventive and Detective
- D. Preventive and Response

**Answer:** D

**NEW QUESTION 10**

Which phrase best describes Unified Communications?

- A. video conferencing accessible across endpoints, devices, and applications within an organization
- B. integrated voice, video, mobility, and presence services across endpoints, devices, and applications
- C. mobile endpoint applications that unify voice, video, and presence services to streamline communications and enhance productivity and collaboration
- D. voice and video collaboration services accessed from a unified endpoint

**Answer:** D

**NEW QUESTION 15**

Which phrase describes the benefits of the Cisco UCS product range?

- A. increased productivity, reduced total cost of ownership, and scalability to the data center
- B. cloud-based security solution allowing customers to be protected on any device at any location
- C. cloud-based service allowing customers to set up and configure an entire virtual data center in minutes
- D. communication on an all-in-one platform designed to fit the way customers work

**Answer:** B

**NEW QUESTION 20**

Which of the following are included in Cisco's portfolio of converged infrastructure solutions?

- A. HyperFlex.Talos.VxBlock.andVersaStack
- B. HyperFlex.FlexPod.FlexStack.andVxBlock
- C. FlashStack.VersaStack.HyperFlex.andVxBlock
- D. VersaStack.VxBlock.FlexStack.andFlexPod

**Answer:** C

**NEW QUESTION 21**

Which of the following are included on the Offering Pattern Reference Model?

- A. offerings, pricing schedules, service agreements, and routes to market
- B. offerings, markets, pricing methods, location, and routes to market
- C. pricing schedules, service agreements, routes to market, and opportunity paradigms
- D. offerings, routes to market, pricing schedules, and service agreements

**Answer:** A

**NEW QUESTION 25**

What is one benefit of the Cisco SD-WAN solution?

- A. an all-in-one desktop collaboration device with an intuitive touchscreen
- B. a mobile endpoint solution designed to connect learns at any time, in any place
- C. a filexible and scalable platform for videoconferencing rooms :
- D. a service solution that offer business messaging, calling, and persistent meeting spaces
- E. providing guest networks for customers, system integrators, and vendorsWhich phrase best describes the Cisco DX series?
- F. supporting agile software development and deployment processes through a single point of management
- G. establishing transport-independent WAN for lower cost and higher diversity
- H. continuous monitoring of the entire network environment in order to detect abnormal wireless activity

**Answer:** H

#### NEW QUESTION 27

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

- A. 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
- B. The customer must purchase entirely new software licenses
- C. The customer can refresh or go to the next tier or hardware and port or upgrade software at no additional charge
- D. 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

**Answer:** C

#### NEW QUESTION 28

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

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

**Answer:** G

#### NEW QUESTION 30

Which collaboration product can count meeting participants and provide analytics for usage and resource planning?

- A. Cisco TetePresence 1X5000 Series
- B. Cisco Webex Room Series
- C. Cisco Webex Board
- D. Cisco MX Series

**Answer:** A

#### NEW QUESTION 33

What types of collaboration endpoints are offered by Cisco?

- A. Bronze, Silver, Gold, Platinum, Global
- B. Affiliate, Associate, Preferred, Select, Global
- C. Select, Premier, Gold, Multinational, Global Gold
- D. Bronze, Silver, Gold, Select, Multinational
- E. phone, desktop, room, mobile, and virtualWhich group represents the Cisco partnership levels?
- F. desktop, room, and virtual
- G. phone, desktop, room, and mobile
- H. phone, mobile, and virtual

**Answer:** E

#### NEW QUESTION 36

Which component in DNA Center achieves automation?

- A. Identity Services Engine
- B. Network Data Platform
- C. Network Control Platform
- D. Tetration

**Answer:** C

#### NEW QUESTION 39

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

- A. Cisco Meraki
- B. Cisco Hyperfilex

- C. Cisco Intersight
- D. Cisco UCS

**Answer:** D

#### NEW QUESTION 42

Which type of business requirements define the required parameter for a solution?

- A. general business requirements
- B. functional requirements
- C. transitional requirements
- D. technical requirements

**Answer:** C

#### NEW QUESTION 45

Which group makes up Cisco's collaboration portfolio?

- A. unified communications, customer care, team innovation, and collaboration endpoints
- B. unified communications, customer care, team innovation, and conferencing
- C. unified communications, customer care, conferencing, and collaboration endpoints
- D. customer care, conferencing, team innovation, and telepresence

**Answer:** C

**Explanation:** <https://www.cisco.com/c/en/us/solutions/collaboration/index.html#~stickynav=2>

#### NEW QUESTION 47

Cisco's products and solutions are based on an open network architecture. Which of the following is not a principal technology?

- A. Real-time analytics
- B. Model driven telemetry
- C. 4G Networks
- D. Multi vendor orchestration

**Answer:** C

**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 52

A business requirement is something that is needed by business stakeholders. Business achievements should achieve the following except for?

- A. Describe what the business needs
- B. Provide value to the business
- C. Provides the overall direction of the business
- D. Reflected in a business requirements document

**Answer:** D

**Explanation:** [https://community.cisco.com/legacyfs/online/ccde\\_9781587144615\\_chapter1.pdf](https://community.cisco.com/legacyfs/online/ccde_9781587144615_chapter1.pdf)

#### NEW QUESTION 56

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

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

**Answer:** D

#### NEW QUESTION 59

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

- A. The Network Intuitive
- B. The Encryption Initiative

- C. The Automated Network
- D. The Assured Network

**Answer:** C

#### NEW QUESTION 64

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. FlexPod
- B. VirtualStack
- C. Hyperflex systems
- D. FlashStack

**Answer:** B

#### NEW QUESTION 66

Cisco DNA Analytics and Assurance allow users to automate network performance management in all of the following ways. Which is not true?

- A. Turn insights into
- B. Save time, solve problems
- C. Gain network visibility
- D. Simplify management

**Answer:** A

#### NEW QUESTION 70

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

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

**Answer:** C

#### NEW QUESTION 74

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

**Answer:** D

#### NEW QUESTION 78

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

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

**Answer:** C

#### NEW QUESTION 79

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

**Answer:** D

#### NEW QUESTION 84

Cisco HyperFlex delivers complete hyperconvergence. Which of the following is not a feature of this solution?

- A. High data availability
- B. Flexible scaling
- C. Flash-optimized system
- D. Portable database applications



**Answer:** D

**NEW QUESTION 86**

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

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

**Answer:** C

**NEW QUESTION 91**

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

**Answer:** B

**NEW QUESTION 92**

Security attacks are stealthier than ever. Pervasive protection is needed. When should it be implemented?

- A. Before the attack
- B. During the attack
- C. After the attack
- D. All of the above

**Answer:** D

**NEW QUESTION 96**

In terms of technical focus ("business alignment"), which is not a phase in this approach?

- A. Design
- B. Purchase
- C. Propose
- D. Discover

**Answer:** B

**NEW QUESTION 97**

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. Security and privacy
- B. Application control of IoT sensors
- C. Analytics at the network edge
- D. Network compliance

**Answer:** D

**NEW QUESTION 98**

What is Cisco's approach to business outcome sales?

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

**Answer:** C

**NEW QUESTION 101**

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. Migration Incentive Program, Partner Plus Program and Teaming Incentive Program
- B. Partner Plus Program, Migration Incentive Program and Teaming Incentive Program
- C. Migration Incentive Program, Opportunity Incentive Program, Teaming Incentive Program
- D. Value Incentive Program, Teaming Incentive Program, Opportunity Incentive Program

**Answer:** C

**NEW QUESTION 103**

Cisco aims to reduce their environmental impact as part of their green vision. Which of the following is not one of the ways?

- A. Reduce greenhouse gas emissions by 80% by FY17
- B. Used electricity generated from renewable sources for 77% of electricity demand in FY16
- C. Improving product power consumption from plug to port
- D. Implemented over 100 energy efficiency and renewable energy projects in FY16

**Answer:** D

**NEW QUESTION 108**

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

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

**Answer:** A

**NEW QUESTION 110**

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

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

**Answer:** D

**NEW QUESTION 113**

Cisco has phones and desktop endpoints. Which of the following is an example?

- A. Cisco Telepresence 1X5000 series
- B. Cisco IP Phone
- C. Cisco Jabber
- D. Cisco Webex Board

**Answer:** B

**NEW QUESTION 115**

The Cisco Email Security Appliance is an email security gateway product. Which is not an email-borne threat?

- A. Junk E-mail
- B. Malware
- C. Phishing attempts
- D. Spam

**Answer:** D

**NEW QUESTION 118**

Cisco collaboration edge architecture helps improve the end user experience while offering security, ease of deployment and open-standards interoperability. Which of the following is not a gateway product?

- A. Cisco TDM Gateways
- B. Cisco Unified Communication Manager
- C. Cisco Unified Border Element
- D. Cisco Expressway series

**Answer:** C

**NEW QUESTION 119**

Cisco aims to transform IT operations with complete hyperconvergence. Which of the following is not a benefit?

- A. Independent scaling
- B. Predictable performance
- C. Always on-storage efficiency
- D. Data acquisition

**Answer:** D

**NEW QUESTION 124**

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



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

**Answer:** D

**NEW QUESTION 125**

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

**Answer:** C

**Explanation:** <https://www.cisco.com/c/en/us/solutions/collateral/enterprise-networks/trustsec/solutionoverview- c22-737173.html>

**NEW QUESTION 130**

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

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

**Answer:** D

**NEW QUESTION 134**

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