Cisco

Exam Questions 700-150

Introduction to Cisco Sales

NEW QUESTION 1
In terms of SMART Business outcomes, what does the "S" stands for?

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

Answer: A

NEW QUESTION 2
What is the Cisco Telepresence 1X5200?

A. a state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people
B. an intelligent dual-camera speaker tracking solution with two LED screens
C. an advanced all-in-one desktop collaboration solution featuring high-definition video
D. a filexible videoconferencing solution designed for small huddle spaces

Answer: D

NEW QUESTION 3
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 4
Which term describes the capability to correlate security information and apply intelligence in order to understand context?

A. depth
B. integration
C. breadth
D. sophistication

Answer: D

NEW QUESTION 5
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 6
Which of the following could be considered a business outcome'?

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

Answer: C

NEW QUESTION 7
Which Cisco network administration product enables the creation and enforcement of security and access ponces 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 8
Which hybrid and public cloud solution services help customers design, plan, accelerate, and de-risk multi-cloud migration?

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

Answer: D

NEW QUESTION 9
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 10
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 10
What approach does Cisco take to provide pervasive and comprehensive security for our customers?

A. Insight-Led Security Analytics
B. Threat-Centric Security Model
C. Cisco ONE Security Model
D. Digital Forensic Model

Answer: B

NEW QUESTION 12
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 15
Which is a unique capability of Meraki MX?

A. camer grade security for data centers
B. single pane of glass management tor full stack branch infrastructure
C. Java-API console management
D. API-based management

Answer: B

NEW QUESTION 19
Which of the following are included in Cisco's current networking product lines?

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

Answer: A

NEW QUESTION 24
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 streamlinecommunications and enhance productivity and collaboration
D. voice and video collaboration services accessed from a unified endpoint

Answer: D

NEW QUESTION 29
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 34
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 Platform Exchange Grid
B. Cisco Stealthwatch Engine
C. Cisco Tatos
D. Cisco TrustSec

Answer: A

NEW QUESTION 37
Which phrase best describes Cisco's software strategy'?

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

Answer: A

NEW QUESTION 38
What is Cisco's approach to business outcome sales?

A. Cisco's approach focuses on enabling its sales team with the necessary tools and products to increase its market share
B. Cisco's approach focuses on differentiating itself as a market leader in security solutions from a profits centric perspective
C. 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
D. Cisco's approach focuses on increasing revenue and reducing costs from a customer centric perspective

Answer: C

NEW QUESTION 41
Which Cisco mobile end point application provides instant messaging, voice and video calls, voice messaging, desktop sharing, conferencing, and presence?

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

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 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 45
Which of the following is not a factor that drives the target state of the business al a customer organization'?

A. client engagement
B. values

C. vision
D. mission

Answer: B

NEW QUESTION 49
What is the negative impact of digitization on businesses?

A. Increasing the security of data
B. Making old experiences seem new
C. Putting demands on the network
D. Moving applications away from the web

Answer: C

NEW QUESTION 51
What are the four BOST Enterprise Architecture Framework views?

A. Business, Operations, Sales, and Talent
B. Business, Operations, Systems, and Technology
C. Operations, Security, and Technology
D. Busines
E. Busines
F. Operations, Security, and Tactics

Answer: E

NEW QUESTION 54
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 56
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 60
Networks are more complex than ever and devices are proliferating by the minute. It's harder to see what's on the network, and it's harder to spot a threat. Cisco's Network Visibility and Enforcement solution combines which of the following?

A. Cisco Stealthwatch Enterprise, the Cisco Ideas Engine, and Cisco TrustSec technology
B. Cisco Stealthwatch Enterprise, the Cisco Identity Services Engine, and Cisco wireless technology
C. Cisco Enforcement Enterprise, the Cisco Identity Services Engine, and Cisco TrustSec technology
D. Cisco Stealthwatch Enterprise, the Cisco Identity Services Engine, and Cisco TrustSec technology

Answer: D

Explanation: https://www.cisco.com/c/en_ca/products/security/network-visibility-enforcement/index.html

NEW QUESTION 65
The Cisco Data Center captures the intent of users and applications. Which is not a benefit?

A. Pervasive security
B. Enhanced application performance
C. Seamless multicloud mobility
D. Enhance IT operations

Answer: D

Explanation: https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/brands/cisco/intent-baseddata- center.pdf

NEW QUESTION 68

Cisco Identity Services Engine (ISE) is a network administration product that enables the creation and enforcement of security and access policies for endpoint devices connected to a company's routers and switches. Which of the following is not a benefit?

A. Stop and contain threats
B. See and share rich user and device details
C. Destroy malware
D. Control all access from one place

Answer: B

NEW QUESTION 70
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 72
AMP for endpoints decreases time to detection. What is Cisco's security time to detection?

A. 6 hours or less
B. 10 hours or less
C. 7 hours or less
D. 8 hours or less

Answer: A

NEW QUESTION 75
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 80
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. Hyperfilex systems
D. FlashStack

Answer: B

NEW QUESTION 82
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 85
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. Mobile End Point Applications
B. Room and Immersive Systems
C. Video End Point Applications
D. Phones and Desktop endpoints

Answer: A

NEW QUESTION 87
Cisco is positioning itself to recognize greater value and superior differentiation and deliver better business outcomes for its customers. Which of the following statements is not true?

A. They aim to adopt personalized offerings to their customers
B. They aim to provide more solution-based offerings
C. They aim to provide filexible approaches to service offerings
D. They aim to price models in a more user-centric approach

Answer: A

NEW QUESTION 90
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. Adapt to mobile demands
B. Prepare for IoT growth
C. Limits the network access
D. Secure from evolving threats

Answer: A

NEW QUESTION 93
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 98
Cisco UC platform consists of which 3 featured products?

A. Cisco Webex Teams, Business Edition 6000, Unified Communications Manager
B. Cisco Webex Teams, Unified Communications Manager
C. Cisco Webex Teams, Business Edition 6000, HD Video
D. Business Edition 6000, Unified Manager, HD Video

Answer: A

NEW QUESTION 100
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 101
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 103
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 105
Cisco was the first company to provide which product commercially?

A. Wireless networking
B. Multiprotocol routers
C. Fibre-optic networking
D. Remote access devices

Answer: B

NEW QUESTION 110
The Cisco DX Series is ideal for everyone who collaborates. Which is a feature of this product?

A. Real-time private and group chat
B. Dual screen options
C. Accessible from any browsers
D. Intuitive touchscreen

Answer: D

NEW QUESTION 114
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 116
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
In covering the full attack continuum, which are the proposed solutions after an attack?

A. Advanced malware protection and network behavior analysis
B. Firewalls and next generation firewalls
C. E-mail and web security solutions
D. Networks access control and identity services

Answer: A

NEW QUESTION 119
Cisco's certification and global partner network encourages and recognizes partners for their breadth of skills across certain technologies. Which of the following is not a Badge level?

A. Premier
B. Silver
C. Gold
D. Select

Answer: B

NEW QUESTION 121
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. WAN
B. Switches
C. Application Delivery Controllers
D. Routers
E. LAN

Answer: ACE

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

NEW QUESTION 122
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 125
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 128
......

Thank You for Trying Our Product

We offer two products:

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

2nd - Questons 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 FirstTry

* 700-150 Practice Test Questions in Multiple Choice Formats and Updatesfor 1 Year

100% Actual & Verified — Instant Download, Please Click
Order The 700-150 Practice Test Here