

700-150 Dumps

Introduction to Cisco Sales

<https://www.certleader.com/700-150-dumps.html>



NEW QUESTION 1

AMP for endpoints decreases time to detection. What is Cisco's security time to detection?

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

Answer: D

NEW QUESTION 2

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 3

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 4

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

Answer: D

NEW QUESTION 5

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 6

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 7

Cisco 1000 series integrated services routers are fixed, high performance routers. Which is not a benefit of the routers?

- A. Connectivity
- B. Ease of use
- C. Exclusivity
- D. Comprehensive security

Answer: C

NEW QUESTION 8

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 9

Which of the following provides 360-degree contextual insights across users, devices, and applications using intent based networking?

- A. Cisco DNA
- B. Cisco Hosted Collaboration Solution
- C. Cisco Unified Computing System
- D. Cisco Meraki

Answer: A

NEW QUESTION 10

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 10

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

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

Answer: C

NEW QUESTION 12

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 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 15

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 18

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 22

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 27

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 32

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

Answer: A

NEW QUESTION 35

What is Cisco's approach to business outcome sales?

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

Answer: B

NEW QUESTION 40

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

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

Answer: A

NEW QUESTION 43

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

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

Answer: A

NEW QUESTION 48

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

Answer: B

Explanation:

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

NEW QUESTION 50

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 53

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: B

NEW QUESTION 58

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

Answer: A

Explanation:

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

NEW QUESTION 62

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 65

Cisco fog delivers business outcomes. Which is not one of the outcomes mentioned in the slides?

- A. Improve operational effectiveness
- B. Gain new revenue streams
- C. Increase product quantity
- D. Increase customer satisfaction and trust

Answer: C

Explanation:

<https://www.cisco.com/c/en/us/solutions/internet-of-things/iot-data-analytics.html>

NEW QUESTION 70

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_emear/events/2016/emearcpc2016/pdfs/day_3/Cisco_s_Cloud_Strategy-Dowdy_Ulander.pdf

NEW QUESTION 73

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 77

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 82

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

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

Answer: D

NEW QUESTION 85

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 90

What is the Cisco Telepresence 1X5200?

- 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: A

NEW QUESTION 94

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 97

Which of the following could be defined as a long-term plan that enables the business to work toward achieving its vision by considering business operations, value proposition, customers, and finance?

- A. Goals
- B. Strategy
- C. Objectives
- D. Mission

Answer: D

NEW QUESTION 99

Which of the following is not a feature of Cisco ONE software?

- A. Software license tied to hardware

- B. License portability and flexibility
- C. Access to innovation, upgrades and new capabilities
- D. Simple set of solutions in networks and cloud

Answer: C

NEW QUESTION 102

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

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

Answer: D

NEW QUESTION 103

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 108

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 112

Which is a unique capability of Meraki MX?

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

Answer: C

NEW QUESTION 113

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 117

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 122

Which phrase best describes Unified Communications?

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

Answer: A

NEW QUESTION 124

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

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

Answer: B

NEW QUESTION 125

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 centric 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 128

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 131

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

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

Answer: A

NEW QUESTION 133

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
- E. Bronze, Silver, Gold, Select, Multinational
- F. Select, Premier, Gold, Multinational, Global Gold
- G. Affiliate, Associate, Preferred, Select, Global
- H. Bronze, Silver, Gold, Platinum, Global

Answer: D

NEW QUESTION 137

What key aspect of digitization allows the deployment of new services without lengthy and costly investments in server or networking infrastructure"?

- A. Enterprise network architecture
- B. data science
- C. streaming services
- D. cloud computing

Answer: C

NEW QUESTION 138

Which component in DNA Center achieves automation?

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

Answer: B

NEW QUESTION 139

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

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

Answer: A

NEW QUESTION 141

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 144

Which solution offers complete collaboration for midsize businesses up to 1000 employees'?

- A. Cisco BE7k
- B. Cisco BE6k
- C. Cisco UC1k
- D. Cisco Jabber

Answer: D

NEW QUESTION 148

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