



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

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 3

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 filexible 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 4

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 5

How do you define a business outcome?

- A. a process of estimating future sales
- B. a measurable result of an activity or process within the business
- C. a plan that positions a company's brand or product to gain a competitive advantage
- D. a strategy that sets out sales targets and tactics for the business

Answer: C

NEW QUESTION 6

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 7

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 8

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 9

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 10

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

Answer: B

NEW QUESTION 10

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 12

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

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

Answer: A

NEW QUESTION 17

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

Answer: B

NEW QUESTION 20

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

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

Answer: A

NEW QUESTION 23

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 25

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

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

Answer: A

Explanation:

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

NEW QUESTION 26

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_emea/events/2016/emeardcpc2016/pdfs/day_3/Cisco_s_Cloud_Strategy-Dowdy_Ulander.pdf

NEW QUESTION 30

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 35

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 39

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

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

Answer: D

NEW QUESTION 42

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 44

What is the Cisco Telepresence 1X5200?

- A. a filexible 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 49

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

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

Answer: A

NEW QUESTION 53

Which Cisco network administration product enables the creation and enforcement of security and access ponces 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 58

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 62

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

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

Answer: A

NEW QUESTION 67

What approach does Cisco take to provide pervasive and comprehensive security for our customers?

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

Answer: C

NEW QUESTION 72

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 77

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 80

Which is a unique capability of Meraki MX?

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

Answer: C

NEW QUESTION 84

Which program requites 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 86

Which phase of Cisco's Sales Cycle involves the presentation of the business case to relevant stakeholders?

- A. Design and Distribute
- B. Customer Commitment
- C. Analyze and Design
- D. Research and Analyze

Answer: C

NEW QUESTION 91

What is Cisco Unified Fabric?

- A. the latest technology that is used to power Cisco routers
- B. the fabric that connects people, technology and business
- C. a primary building block for cloud-based, virtualized, and general purpose data centers
- D. a software based solution for data centers

Answer: D

NEW QUESTION 96

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 streamlinecommunications 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 98

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

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

Answer: C

NEW QUESTION 101

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 103

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

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

Answer: A

NEW QUESTION 108

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 vendorsWhich phrase best describes the Cisco DX series?
- 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 109

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 114

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 virtualWhich group represents the Cisco partnership levels?
- 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 119

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 122

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

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

Answer: B

NEW QUESTION 123

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