

Exam Questions 700-150

Introduction to Cisco Sales

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NEW QUESTION 1

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 2

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 3

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 4

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 5

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 6

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

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

Answer: B

NEW QUESTION 11

In covering the full attack continuum, which are the proposed solutions after an attack?

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

Answer: D

NEW QUESTION 13

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

Answer: C

NEW QUESTION 18

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 22

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 24

Customers are investing in uncompromised security of which 3 areas?

- A. WAN, Cloud, Mobility
- B. Cloud, Mobility and LAN
- C. DC, Access and WAN
- D. WAN, LAN, Cloud

Answer: AExplanation:

Explanation:

<https://www.cisco.com/c/dam/en/us/products/collateral/software/one-software/one-overviewdeck.pdf>

NEW QUESTION 29

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 32

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-overviewwc22-738468.pdf>

NEW QUESTION 35

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 40

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

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

Answer: B

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 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 47

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 mam issues faced by customers and gelling feedback from previous work done
- D. measuring the efforts of every team in delivering on their promises

Answer: A

NEW QUESTION 51

Which is a key benefit of Cisco UCS?

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

Answer: C

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 54

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 55

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 58

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

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

Answer: A

NEW QUESTION 61

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. camera grade security for data centers

Answer: C

NEW QUESTION 65

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 66

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 67

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 Tatos
- B. Cisco TrustSec
- C. Cisco Stealthwatch Engine
- D. Cisco Platform Exchange Grid

Answer: D

NEW QUESTION 72

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

- A. mission
- B. vision
- C. values
- D. client engagement

Answer: C

NEW QUESTION 74

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

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

Answer: D

NEW QUESTION 79

What is the negative impact of digitization on businesses?

- A. Moving applications away from the web
- B. Putting demands on the network
- C. Making old experiences seem new

D. Increasing the security of data

Answer: B

NEW QUESTION 80

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: A

NEW QUESTION 83

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: A

NEW QUESTION 84

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 87

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 92

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

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

Answer: A

NEW QUESTION 97

Which of these is one-step Cisco is aiming to take to reduce the company's environmental impact by the year 2022?

- A. Cisco is aiming to run at least 35 percent of its global operations exclusively on solar power.
- B. Cisco is aiming to use electricity generated from renewable sources for at least 85 percent of the company's global electricity needs
- C. Cisco is improving product power consumption and aiming to increase system efficiency to 99 percent
- D. Cisco is aiming to reduce greenhouse gas emissions by 15 percent from lis global operations

Answer: D

NEW QUESTION 102

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 105

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