

Cisco

Exam Questions 700-150

Introduction to Cisco Sales



NEW QUESTION 1

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 2

How is creating and capturing business value achieved by Cisco?

- A. measuring the efforts of every team in delivering on their promises
- B. delving into the mam issues faced by customers and gelling feedback from previous work done
- C. strategizing with the sales team on how to empower their sales personnel in attaining business goals
- D. determining the business priorities, business capabilities, and business solutions that enable the customer-defined outcomes

Answer: D

NEW QUESTION 3

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 4

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 5

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 6

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 7

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 8

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 9

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

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

Answer: B

NEW QUESTION 10

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 10

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 14

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 18

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, or go to the next tier 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 of 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 23

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

- A. Cisco TelePresence EX5000 Series
- B. Cisco Webex Room Series
- C. Cisco Webex Board
- D. Cisco MX Series

Answer: A

NEW QUESTION 27

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 32

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

Answer: A

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 43

Which statement about Cisco Unified Fabric is true?

- A. Organization can trust in the innovative focus of Cisco Unified Fabric, allowing IT teams to focus on maintaining technology
- B. Organizations must be in the cloud in order to benefit from Cisco Unified Fabric
- C. Cisco Unified Fabric can only be used in LAN environments
- D. Cisco Unified Fabric enables industry-leading, multidimensional scalability

Answer: B

NEW QUESTION 47

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

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

Answer: B

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

NEW QUESTION 48

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 49

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 54

The Cisco enterprise routing portfolio delivers an uncompromised experience across which 4 areas?

- A. Data Centre, Cloud, Branch and LAN
- B. Branch, Cloud, Data Centre and WAN
- C. Cloud, LAN, WAN and Data Centre
- D. Cloud, Branch, WAN and Firewalls

Answer: B

Explanation: <https://www.cisco.com/c/dam/en/us/products/collateral/routers/4000-series-integrated-servicesrouters-isr/enterprise-routing-portfolio-poster.pdf>

NEW QUESTION 55

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 56

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 61

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 64

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 67

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 72

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

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

Answer: B

NEW QUESTION 73

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

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

Answer: D

NEW QUESTION 76

How do you define a business outcome?

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

Answer: B

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 85

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 90

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 91

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 93

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 95

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 98

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 99

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 103

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 108

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 112

Which of the following describes the NFV ENCS Virtualized branch?

- A. a network device that mathematically verifies the entire network for correctness
- B. a security application that mitigates vulnerabilities to offer branch and consumers protection where they need it most
- C. a hybrid platform that combines the benefits of a traditional router and a traditional server to offer the same functionality with a smaller infrastructure footprint
- D. a cloud-delivered overlay WAN architecture that facilitates digital and cloud transformation for enterprises

Answer: D

NEW QUESTION 115

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 117

Customers are investing in uncompromised security of which 3 areas?

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

Answer: D

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

NEW QUESTION 121

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 122

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