700-150 Dumps

Introduction to Cisco Sales

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NEW QUESTION 1
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: D

NEW QUESTION 2
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: A

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 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 4
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 5
Which phrase best describes Cisco's software strategy'?

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

Answer: D

NEW QUESTION 6
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: D

NEW QUESTION 7
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: C

NEW QUESTION 8

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: B

NEW QUESTION 9

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

Answer: B

NEW QUESTION 10

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-services-routers-isr/enterp

NEW QUESTION 10

In terms of Cisco's business outcome sales roles, there are many variations in the teams that engage with customers. Which of the following is not one of these teams?

A. Services team
B. Account team
C. Team leadership
D. Marketing team

Answer: D

NEW QUESTION 14

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

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

Answer: C

NEW QUESTION 19

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 its global operations

Answer: B

NEW QUESTION 21

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 23

What is one way that Cisco ONE provides business value to customers?

A. It allows each department to manage IT separately by creating multiple portals for license management.
B. It allows IT to consume software only as CAPEX
C. It provides better solution suites by focusing exclusively on WAN.
D. It increases the value of software by making the software portable across hardware.

Answer: D

NEW QUESTION 27
Cisco was the first company to provide which product commercially?

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

Answer: C

NEW QUESTION 28
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: D

NEW QUESTION 29
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 33
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 38
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. Hyperflex systems
C. VirtualStack
D. FlexPod

Answer: C

NEW QUESTION 42
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.and VxBlock
D. HyperFlex.Talos.VxBlock.andVersaStack

Answer: B

NEW QUESTION 47
Which feature of WebEx Teams allows customers to collaborate on sketches?

A. bots

B. integrations
C. whiteboarding
D. messaging

Answer: C

NEW QUESTION 48
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: A

Explanation:
https://www.cisco.com/c/dam/en/us/products/collateral/software/one-software/one-overview-deck.pdf

NEW QUESTION 51
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 55
What does Cisco call the intelligent, closed-loop, and self-optimizing system built on Cisco DNA?

A. The Assured Network
B. The Automated Network
C. The Encryption Initiative
D. The Network Intuitive

Answer: B

NEW QUESTION 58
How long is the average "time to detection" of a security threat for Cisco's customers?

A. 48 hours
B. 4 hours
C. 3 days
D. 17 hours

Answer: D

NEW QUESTION 59
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 63
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 66
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-overview-c22-738468.pdf

NEW QUESTION 67
Which of the following describes the NFV ENCS Virtualized branch?

A. a cloud-delivered overlay WAN architecture that facilitates digital and cloud transformation for enterprises
B. 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
C. a security application that mitigates vulnerabilities to offer branch and consumers protection where they need it most
D. a network device that mathematically verifies the entire network for correctness

Answer: A

NEW QUESTION 69
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 71
Which services make up the Cisco Unified Wireless Network's Mobility Services Framework?

A. Guest Access, Securit
B. Data, and Location
C. Guest Access, Security, Data, and Voice
D. Guest Access, Securit
E. Location, and Voice
F. Guest Access, Data, Location, and Voice

Answer: C

NEW QUESTION 76
Cisco UC platform consists of which 3 featured products?

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

Answer: D

NEW QUESTION 78
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