

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

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'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 4

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 5

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 6

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 7

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 8

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 9

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 10

Which of the following describes the benefits of Cisco intelligent automation for cloud software?

- A. It defines the deployment and management requirements of an entire application stack.
- B. It automates sophisticated data center and standard business processes from a single, selfservice portal.
- C. It builds a robust security architecture while significantly reducing WAN costs and time to deploy new services.
- D. It includes Wireless LAN, Security/SD-WAN, Switching, Mobility Management, and Insign

Answer: B

NEW QUESTION 10

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 11

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 12

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 15

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 17

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 23

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. LAN
- B. Routers
- C. Application Delivery Controllers
- D. Switches
- E. WAN

Answer: C

Explanation:

https://en.wikipedia.org/wiki/Application_delivery_controller

NEW QUESTION 27

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 28

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 30

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 33

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-overviewdeck.pdf>

NEW QUESTION 38

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 40

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 43

A business requirement is something that is needed by business stakeholders. Business achievements should achieve the following except for?

- A. Reflected in a business requirements document
- B. Provides the overall direction of the business
- C. Provide value to the business
- D. Describe what the business needs

Answer: A

Explanation:

https://community.cisco.com/legacyfs/online/ccde_9781587144615_chapter1.pdf

NEW QUESTION 44

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 49

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 52

What tool helps the Cisco Business Architect to gain and leverage their knowledge of the customer's business?

- A. Collaborative Business Model
- B. Solution Architecture Design Map
- C. Business Model Canvas
- D. Customer Requirement Map

Answer: C

NEW QUESTION 54

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 55

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 56

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 59

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 61

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 66

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 71

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 74

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 76

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 78

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 82

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 84

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 85

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 90

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 94

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 at no charge, or go to the next tier of hardware and just pay the difference for their software

Answer: B

NEW QUESTION 99

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 100

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 101

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

- A. Cisco MX Series
- B. Cisco Webex Board
- C. Cisco Webex Room Series
- D. Cisco TelePresence 1X5000 Series

Answer: D

NEW QUESTION 105

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 108

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 111

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 113

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