Cisco

Exam Questions 700-150

Introduction to Cisco Sales

NEW QUESTION 1
AMP for endpoints decreases time to detection. What is Cisco's security time to detection?

A. 8 hours or less
B. 7 hours or less
C. 10 hours or less
D. 6 hours or less

Answer: D

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 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
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 5
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 6
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 7
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 8
How does Cisco's web security appliance protect the organization?

A. file reputation during an attack
B. daily scanning of web traffic for anomalies
C. parallel AV scanning
D. automated monitoring and analysis across the network

Answer: D

NEW QUESTION 9
Which of the following are the top three protecting capabilities of Cisco Data Center?

A. segment, enforce, and detect
B. enforce, segment, and access
C. detect, authenticate, and replicate
D. detect, replicate, and access

Answer: D

NEW QUESTION 10
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 10
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 15
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 18
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 22
Which of the following could be considered a business outcome'?

A. to nounsh people and the planet
B. customer experience/innovation/fulfillment
C. implements direct-to-customer experience by the end of FY 2021
D. respect employees, customers, and suppliers

Answer: B

NEW QUESTION 25

Which of the following is not a feature of Cisco ONE software?

A. Software license tied to hardware
B. License portability and filexibility
C. Access to innovation, upgrades and new capabilities
D. Simple set of solutions in networks and cloud

Answer: C

NEW QUESTION 29
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 31
Which of Cisco's channel routes to market uses automated campaigns driven by customer data to optimize seller efficiency and productivity?

A. Digital Touch
B. Field Sales
C. Virtual Sales
D. Partners

Answer: C

NEW QUESTION 33
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 34
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 35
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 40
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 43
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