Cisco

Exam Questions 700-150

Introduction to Cisco Sales

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NEW QUESTION 1
Cisco 1000 series integrated services routers are fixed, high performance routers. Which is not a benefit of the routers?

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

Answer: C

NEW QUESTION 2
Networks are more complex than ever and devices are proliferating by the minute. It's harder to see what's on the network, and it's harder to spot a threat. Cisco's Network Visibility and Enforcement solution combines which of the following?

A. Cisco Stealthwatch Enterprise, the Cisco Identity Services Engine, and Cisco TrustSec technology
B. Cisco Enforcement Enterprise, the Cisco Identity Services Engine, and Cisco TrustSec technology
C. Cisco Stealthwatch Enterprise, the Cisco Identity Services Engine, and Cisco wireless technology
D. Cisco Stealthwatch Enterprise, the Cisco Ideas Engine, and Cisco TrustSec technology

Answer: A

NEW QUESTION 3
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: D

NEW QUESTION 4
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/virtualization-automation.html#~stickynav=1

NEW QUESTION 5
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 6
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 7
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

NEW QUESTION 8
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 9
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

Answer: D

NEW QUESTION 10
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: D

NEW QUESTION 10
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-based-data-center.pdf

NEW QUESTION 15
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 17
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 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: D

NEW QUESTION 23
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: A

NEW QUESTION 28
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 30
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 35
What is one benefit of the Cisco SD-WAN solution?

A. continuous monitoring of the entire network environment in order to detect abnormal wireless activity
B. establishing transport-independent WAN for lower cost and higher diversity
C. supporting agile software development and deployment processes through a single point of management
D. providing guest networks for customers, system integrators, and vendors

Answer: B

NEW QUESTION 40
Which product was first provided commercially by Cisco?

A. remote access devices
B. wireless networking
C. multiprotocol routers
D. fiber-optic networking

Answer: C

Explanation:
https://timelines.issarice.com/wiki/Timeline_of_Cisco_Systems

NEW QUESTION 45
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 47
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 48
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 50
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: A

NEW QUESTION 54
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 55
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, self-service 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 Insight.

Answer: B

NEW QUESTION 60
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 64
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 loT sensors
D. Security and privacy

Answer: A

NEW QUESTION 66
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 67
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. Phones and Desktop endpoints
B. Video End Point Applications
C. Room and Immersive Systems
D. Mobile End Point Applications

Answer: B

NEW QUESTION 68
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 70
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 72
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 77
Cisco Catalyst 9000 is built for SD access. Which of the following are the features?

A. Fixed access, future-proofed and mobility
B. Convergence, fixed core and first in enterprise
C. Future-proofed, industry's unmatched and first in enterprise
D. Fixed access, industry's unmatched and first in enterprise

Answer: B

NEW QUESTION 82
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