



**Cisco**

## **Exam Questions 700-150**

Introduction to Cisco Sales

#### NEW QUESTION 1

Security attacks are stealthier than ever. Pervasive protection is needed. When should it be implemented?

- A. All of the above
- B. After the attack
- C. During the attack
- D. Before the attack

**Answer:** A

#### NEW QUESTION 2

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 3

Cisco aims to transform IT operations with complete hyperconvergence. Which of the following is not a benefit?

- A. Data acquisition
- B. Always on-storage efficiency
- C. Predictable performance
- D. Independent scaling

**Answer:** A

#### NEW QUESTION 4

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 5

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

- A. whiteboarding
- B. messaging
- C. bots
- D. integrations

**Answer:** A

#### Explanation:

<https://blog.webex.com/2018/12/cisco-webex-teams-collaboration-platform-cloudlock-making-team-collaborati>

#### 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

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:** A

#### NEW QUESTION 8

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 Tatos
- B. Cisco TrustSec
- C. Cisco Stealthwatch Engine
- D. Cisco Platform Exchange Grid

**Answer: B**

#### NEW QUESTION 9

What three key engines power Cisco DNA Center?

- A. Identity Service Engine, Network Automation Platform, Encrypted Traffic Analytics
- B. Identity Encryption Engine, Network Automation Platform, Network Data Platform
- C. Network Control Platform, Network Automation Platform, Network Encryption Platform
- D. Identity Service Engine, Network Control Platform, and Network Data Platform

**Answer: B**

#### NEW QUESTION 10

Which component in DNA Center achieves automation?

- A. Tetration
- B. Network Control Platform
- C. Network Data Platform
- D. Identity Services Engine

**Answer: B**

#### NEW QUESTION 10

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 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

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 14

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 19

Which Cisco cloud-managed solution allows customers to unify management in a secure, browser-based dashboard?

- A. Cisco UCS
- B. Cisco Intersight
- C. Cisco Hyperflex
- D. Cisco Meraki

**Answer:** D

**NEW QUESTION 21**

Which is a unique capability of Meraki MX?

- A. API-based management
- B. Java-API console management
- C. single pane of glass management tor full stack branch infrastructure
- D. camer grade security for data centers

**Answer:** C

**NEW QUESTION 25**

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:** A

**NEW QUESTION 29**

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 32**

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 36**

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:** B

**NEW QUESTION 37**

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](https://community.cisco.com/legacyfs/online/ccde_9781587144615_chapter1.pdf)

**NEW QUESTION 38**

In terms of SMART Business outcomes, what does the "S" stands for?

- A. Strategic

- B. Short
- C. Structured
- D. Specific

**Answer:** D

#### NEW QUESTION 42

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 44

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 49

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 52

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:** B

#### NEW QUESTION 57

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 61

Which of the following are features of the Cisco Firepower NGFW?

- A. threat focused
- B. fully integrated
- C. unified management
- D. cloud based

**Answer:** A

#### NEW QUESTION 65

Cisco aims to reduce their environmental impact as part of their green vision. Which of the following is not one of the ways?

- A. Implemented over 100 energy efficiency and renewable energy projects in FY16
- B. Improving product power consumption from plug to port

- C. Used electricity generated from renewable sources for 77% of electricity demand in FY16
- D. Reduce greenhouse gas emissions by 80% by FY17

**Answer:** D

#### NEW QUESTION 70

What is the Cisco TelePresence IX5200?

- A. a flexible videoconferencing solution designed for small huddle spaces
- B. an advanced all-in-one desktop collaboration solution featuring high-definition video
- C. an intelligent dual-camera speaker tracking solution with two LED screens
- D. a state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people

**Answer:** D

#### NEW QUESTION 71

Which program requires partners to offer at least two cloud or managed services based on Cisco technology?

- A. Cisco CMSP Advanced
- B. Cisco Specializations
- C. Cisco Solution Partner Program
- D. Cisco CMSP Express

**Answer:** A

#### NEW QUESTION 76

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 80

Which solution offers complete collaboration for midsize businesses up to 1000 employees'?

- A. Cisco BE7k
- B. Cisco BE6k
- C. Cisco UC1k
- D. Cisco Jabber

**Answer:** B

#### NEW QUESTION 83

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 85

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:** C

#### NEW QUESTION 90

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 92

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 93

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 97

Which phrase best describes the Cisco DX series?

- A. a service solution that offer business messaging, calling, and persistent meeting spaces
- B. a flexible and scalable platform for videoconferencing rooms :
- C. a mobile endpoint solution designed to connect learns at any time, in any place
- D. an all-in-one desktop collaboration device with an intuitive touchscreen

**Answer: D**

#### NEW QUESTION 99

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: C**

#### NEW QUESTION 102

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 105

Which is the management component in Cisco's intent based networking solution?

- A. UCS Director
- B. UCS Central
- C. DNA Center
- D. CloudCenter

**Answer: C**

#### NEW QUESTION 109

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: C**

#### NEW QUESTION 114

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 117**

Which group represents the Cisco partnership levels?

- A. Bronze, Silver, Gold, Select, Multinational
- B. Select, Premier, Gold, Multinational, Global Gold
- C. Affiliate, Associate, Preferred, Select, Global
- D. Bronze, Silver, Gold, Platinum, Global

**Answer: B**

**NEW QUESTION 118**

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 122**

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 127**

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