

Cisco

Exam Questions 700-150

Introduction to Cisco Sales



NEW QUESTION 1

In addressing the full attack continuum, what type of capabilities are required before an attack?

- A. Preventive and Response
- B. Preventive and Detective
- C. Predictive and Response
- D. Preventive and Predictive

Answer: D

Explanation:

<https://www.ironshare.co.uk/technical/ciscos-attack-continuum/>

NEW QUESTION 2

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 3

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 4

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 5

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: D

NEW QUESTION 6

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 7

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 8

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 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

What is Cisco's approach to business outcome sales?

- A. It focuses on developing a business-focused view of the customer enterprise and places their needs and business outcomes from a customer-centric perspective.
- B. It focuses on increasing revenue and reducing costs from a customer-centric perspective.
- C. It focuses on enabling their sales team with the necessary tools and products to increase their market share.
- D. It focuses on differentiating themselves as a market leader in security solutions from a profits centric perspective.

Answer: A

NEW QUESTION 10

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 11

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 15

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 16

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 21

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 23

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 26

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 30

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 33

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 38

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 41

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 42

Which is a feature of the Cisco DX Series?

- A. accessible from any browser
- B. dual screen options
- C. intuitive touchscreen
- D. real-time private and group chat

Answer: C

Explanation:

<https://www.cisco.com/c/en/us/products/collaboration-endpoints/desktop-collaboration-experience-dx600-series>

NEW QUESTION 45

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 46

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 51

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 53

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 56

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 TetePresence 1X5000 Series

Answer: C

NEW QUESTION 57

Which two solutions does Cisco offer for after an attack?

- A. email and web security solutions
- B. networks access control and identity services
- C. firewalls and next generation firewalls
- D. advanced malware protection and network behaviour analysis

Answer: D

Explanation:

After an attack, organizations can leverage Cisco Advanced Malware Protection and network behavior analysis to quickly and effectively scope, contain, and remediate an attack to minimize damage.

NEW QUESTION 58

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 63

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 65

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: A

NEW QUESTION 70

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 73

Which group makes up Cisco's collaboration portfolio?

- A. customer care, conferencing, team innovation, and telepresence
- B. unified communications, customer care, conferencing, and collaboration endpoints
- C. unified communications, customer care, team innovation, and conferencing
- D. unified communications, customer care, team innovation, and collaboration endpoints

Answer: B

Explanation:

<https://www.cisco.com/c/en/us/solutions/collaboration/index.html#~stickynav=2>

NEW QUESTION 77

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 78

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 79

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 84

Which Cisco network administration product enables the creation and enforcement of security and access policies 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 89

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 91

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 95

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 97

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 98

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 100

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 102

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 104

Which phrase describes the benefits of the Cisco UCS product range?

- A. communication on an all-in-one platform designed to fit the way customers work
- B. cloud-based service allowing customers to set up and configure an entire virtual data center in minutes
- C. cloud-based security solution allowing customers to be protected on any device at any location
- D. increased productivity, reduced total cost of ownership, and scalability to the data center

Answer: D

NEW QUESTION 106

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

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 113

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 114

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 117

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 122

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 125

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 126

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 131

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 136

Which Cisco endpoint is ideal for occasional-use, specialty settings such as cafeterias?

- A. Cisco DX80
- B. Cisco IP Phone 7800 Series
- C. Cisco Unified IP Phone 6900 Series
- D. Cisco Unified SIP Phone 3900 Series

Answer: D

Explanation:

https://www.cisco.com/c/dam/en/us/products/collateral/collaboration-endpoints/unified-ip-phone-7940g/prod_br

NEW QUESTION 140

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 141

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