Cisco

Exam Questions 700-150

Introduction to Cisco Sales

NEW QUESTION 1
Which of the following are included on the Offering Pattern Reference Model?

A. offerings, routes to market, pricing schedules, and service agreements
B. pricing schedules, service agreements, routes to market, and opportunity paradigms
C. offerings, markets, pricing methods, location, and routes to market
D. offerings, pricing schedules, service agreements, and routes to market

Answer: A

NEW QUESTION 2
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: D

NEW QUESTION 3
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 4
Cisco's goal is to share methodology, tools and prescriptive guidance to help their partners build their own customer success practice. What are some of the partner resources?

A. Launch hub, services hub, Cisco ready, marketing velocity
B. Launch hub, services hub and marketing velocity
C. Cisco ready, launch hub and services hub
D. Launch hub and services hub

Answer: A

Explanation:
https://blogs.cisco.com/partner/more-profit-less-time-better-results

NEW QUESTION 5
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 6
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 7
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 8
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 9
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: C

NEW QUESTION 10
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 10
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 14
Which term describes the capability to correlate security information and apply intelligence in order to understand context?

A. sophistication
B. breadth
C. integration
D. depth

Answer: C

NEW QUESTION 19
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 21
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 25
Which of the following is not a feature of Cisco ONE software?

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

Answer: A

NEW QUESTION 30
What are the top three protecting capabilities of Cisco Data Center?

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

Answer: B

NEW QUESTION 32
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 34
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 35
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 38
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 loT growth
D. Adapt to mobile demands

Answer: D

NEW QUESTION 39
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 44
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 48
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 53
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 58
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