

# Cisco

## Exam Questions 700-150

Introduction to Cisco Sales



#### NEW QUESTION 1

Which networks benefit from the consistent enforcement policies enabled by Cisco's approach to security?

- A. physical, virtual, remote, and cloud networks
- B. physical networks only
- C. physical and cloud networks only
- D. physical, virtual, and cloud networks only

**Answer:** A

#### NEW QUESTION 2

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 3

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 4

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 5

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 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**

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 9**

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**

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 15**

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 16**

Which of the following could be considered a business outcome'?

- A. to nourish 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 21**

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 23**

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 27

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 28

Cisco has long been the world's dominant supplier of computer networking products, systems and services. Which of the following is not included in Cisco's current product lines?

- A. LAN
- B. Routers
- C. Application Delivery Controllers
- D. Switches
- E. WAN

**Answer:** C

#### Explanation:

[https://en.wikipedia.org/wiki/Application\\_delivery\\_controller](https://en.wikipedia.org/wiki/Application_delivery_controller)

#### NEW QUESTION 31

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 34

What is one way that Cisco ONE provides business value to customers?

- A. It allows each department to manage IT separately by creating multiple portals for license management.
- B. It allows IT to consume software only as CAPEX
- C. It provides better solution suites by focusing exclusively on WAN.
- D. It increases the value of software by making the software portable across hardware.

**Answer:** D

#### NEW QUESTION 36

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 40

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 44**

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 46**

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 50**

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 55**

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 59**

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 64**

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 66**

As a Cisco partner, you will get the support to differentiate your business and grow based on the unique value you offer. Which group shows the type of discounts available?

- A. Value Incentive Program, Teaming Incentive Program, Opportunity Incentive Program
- B. Migration Incentive Program, Opportunity Incentive Program, Teaming Incentive Program
- C. Partner Plus Program, Migration Incentive Program and Teaming Incentive Program
- D. Migration Incentive Program, Partner Plus Program and Teaming Incentive Program

**Answer:** B

#### NEW QUESTION 71

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 74

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 77

Cisco TrustSec technology uses software-defined segmentation to simplify the provisioning of network access, accelerate security operations, and consistently enforce policy anywhere in the network. Which of the following is not a feature and benefit?

- A. Apply policies across the network
- B. Increased risks
- C. Lower operational expenses
- D. Streamline compliance

**Answer:** B

#### Explanation:

<https://www.cisco.com/c/en/us/solutions/collateral/enterprise-networks/trustsec/solution-overview-c22-737173.h>

#### NEW QUESTION 79

.....

## Thank You for Trying Our Product

### We offer two products:

1st - We have Practice Tests Software with Actual Exam Questions

2nd - Questions and Answers in PDF Format

### 700-150 Practice Exam Features:

- \* 700-150 Questions and Answers Updated Frequently
- \* 700-150 Practice Questions Verified by Expert Senior Certified Staff
- \* 700-150 Most Realistic Questions that Guarantee you a Pass on Your First Try
- \* 700-150 Practice Test Questions in Multiple Choice Formats and Updates for 1 Year

**100% Actual & Verified — Instant Download, Please Click**  
**[Order The 700-150 Practice Test Here](#)**