# 700-150<sup>Q&As</sup>

Introduction to Cisco Sales exam

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## QUESTION 1

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

Correct Answer: B

## QUESTION 2

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

Correct Answer: A

https://community.cisco.com/legacyfs/online/ccde_9781587144615_chapter1.pdf

## QUESTION 3

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

Correct Answer: B

## QUESTION 4

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

Correct Answer: D

## QUESTION 5

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

A. UCS Director

B. UCS Central

C. DNA Center

D. CloudCenter

Correct Answer: C

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