700-150^{Q&As}

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Introduction to Cisco Sales exam

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QUESTION 1

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.

Correct Answer: B

QUESTION 2

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.

Correct Answer: A

QUESTION 3

Which component in DNA Center achieves automation?

A. Tetration

B. Network Control Platform

C. Network Data Platform

D. Identity Services Engine

Correct Answer: B

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

Correct Answer: B

QUESTION 5

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

Correct Answer: A

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