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Introduction to Cisco Sales exam

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QUESTION 1

Which group represents the Cisco partnership levels?

A. Bronze, Silver, Gold, Select, Multinational

B. Select, Premier, Gold, Multinational, Global Gold

C. Affiliate, Associate, Preferred, Select, Global

D. Bronze, Silver, Gold, Platinum, Global

Correct Answer: B

QUESTION 2

Which is a unique capability of Meraki MX?

A. API-based management

B. Java-API console management

C. single pane of glass management tor full stack branch infrastructure

D. camer grade security for data centers

Correct Answer: C

QUESTION 3

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

Correct Answer: B

QUESTION 4

Which solution offers complete collaboration for midsize businesses up to 1000 employees\\'?

A. Cisco BE7k

B. Cisco BE6k

C. Cisco UC1k

D. Cisco Jabber

Correct Answer: B

QUESTION 5

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

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