700-150^{Q&As}

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Introduction to Cisco Sales exam

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QUESTION 1

Cisco UC platform consists of which 3 featured products?

A. Business Edition 6000, Unified Manager, HD Video

B. Cisco Webex Teams, Business Edition 6000, HD Video

C. Cisco Webex Teams, Unified Communications Manager

D. Cisco Webex Teams, Business Edition 6000, Unified Communications Manager

Correct Answer: D

QUESTION 2

Which of the following are included in Cisco\\'s Collaboration Portfolio?

A. Unified Communications, Customer Care, Conferencing, and Collaboration Endpoints

B. Unified Communications, Unified Management, Customer Care, and Conferencing

C. Unified Management, Customer Care. Conferencing, and Collaboration Endpoints

D. Unified Management, Unified Communications. Conferencing, and Collaboration Endpoints

Correct Answer: A

QUESTION 3

In terms of Cisco\\'s business outcome sales roles, there are many variations in the teams that engage with customers. Which of the following is not one of these teams?

A. Services team

B. Account team

C. Team leadership

D. Marketing team

Correct Answer: D

QUESTION 4

How long is the average time to detection of a security threat for Cisco customer?

A. 3 days

B. 17 days

C. 28 days

D. 100 days

Correct Answer: D

QUESTION 5

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

Correct Answer: B

https://www.cisco.com/c/en/us/solutions/collateral/enterprise-networks/trustsec/solution-overview-c22737173.html

QUESTION 6

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 7

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

Correct Answer: C

https://www.cisco.com/c/en/us/solutions/internet-of-things/iot-data-analytics.html

QUESTION 8

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.

Correct Answer: B

QUESTION 9

Which phrase best describes the Cisco DX series?

A. a service solution that offer business messaging, calling, and persistent meeting spaces

B. a flexible and scalable platform for videoconferencing rooms :

C. a mobile endpoint solution designed to connect learns at any time, in any place

D. an all-in-one desktop collaboration device with an intuitive touchscreen

Correct Answer: D

QUESTION 10

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 11

AMP for endpoints decreases time to detection. What is Cisco\\'s security time to detection?

A. 8 hours or less

B. 7 hours or less

C. 10 hours or less

D. 6 hours or less

Correct Answer: D

QUESTION 12

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

Correct Answer: B

QUESTION 13

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

Correct Answer: B

QUESTION 14

Cisco Catalyst 9000 is built for SD access. Which of the following are the features?

A. Fixed access, future-proofed and mobility

B. Convergence, fixed core and first in enterprise

C. Future-proofed, industry\\'s unmatched and first in enterprise

D. Fixed access, industry\\'s unmatched and first in enterprise

Correct Answer: B

QUESTION 15

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

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