Cisco

Exam Questions 700-150

Introduction to Cisco Sales
NEW QUESTION 1
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 2
Cisco's software defined access allows customers to get network speed, security and peace of mind. Which of them is not one of the capabilities?

A. Secure from evolving threats
B. Limits the network access
C. Prepare for IoT growth
D. Adapt to mobile demands

Answer: D

NEW QUESTION 3
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

Answer: B

NEW QUESTION 4
One of the conferencing solutions for recording and streaming simplifies the process of capturing and sharing many types of content throughout your organization. Name the product.

A. Cisco TelePresence Content Server
B. Cisco TelePresence Exchange System
C. Cisco TelePresence Server
D. Cisco TelePresence Recording Server

Answer: A

NEW QUESTION 5
Cisco IT increases security effectiveness with Cisco Advanced Malware Protection (AMP). Which of the following lists the 3 approaches for the AMP endpoints security solution?

A. Prevent, detect, respond
B. Prevent, react, respond
C. Protect, detect, respond
D. Predict, prevent, respond

Answer: A

NEW QUESTION 6
Cisco aims to reduce their environmental impact as part of their green vision. Which of the following is not one of the ways?

A. Implemented over 100 energy efficiency and renewable energy projects in FY16
B. Improving product power consumption from plug to port
C. Used electricity generated from renewable sources for 77% of electricity demand in FY16
D. Reduce greenhouse gas emissions by 80% by FY17

Answer: A

NEW QUESTION 7
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 8
The Cisco Data Center captures the intent of users and applications. Which is not a benefit?

A. Enhance IT operations  
B. Seamless multicloud mobility  
C. Enhanced application performance  
D. Pervasive security

**Answer:** A

**Explanation:**

NEW QUESTION 9
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

**Answer:** A

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

NEW QUESTION 10
In terms of infrastructure, the DNA centre is powered by 3 key engines. Which is the correct group?

A. Context, Automation, Networking  
B. Policy, Context, Analytics  
C. Policy, Automation, Analytics  
D. Encryption, Context, Analytics

**Answer:** C

**Explanation:**

NEW QUESTION 11
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:**

Cisco's goal is to share methodology, tools and prescriptive guidance to help their partners build their own customer success practice. What are some of the partner resources?

A. Launch hub, services hub, Cisco ready, marketing velocity  
B. Launch hub, services hub and marketing velocity  
C. Cisco ready, launch hub and services hub  
D. Launch hub and services hub

**Answer:** B

NEW QUESTION 12
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 main 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 13
Which term describes the capability to correlate security information and apply intelligence in order to understand context?

A. sophistication  
B. breadth  
C. integration  
D. depth
NEW QUESTION 14
Which is a key benefit of Cisco UCS?
A. hardware-centric design
B. distributed infrastructure management
C. unified network fabric
D. integrated third-party applications

Answer: C

Explanation:
Which of the following is a key feature of Cisco Data Center?
A. software-defined segmentation
B. quick mitigation of threats that breach defences
C. hyperconvergence for databases
D. seamless multicloud mobility

NEW QUESTION 15
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: C

NEW QUESTION 16
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: D

NEW QUESTION 17
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

Answer: C

NEW QUESTION 18
What is Cisco Unified Fabric?
A. the latest technology that is used to power Cisco routers
B. the fabric that connects people, technology and business
C. a primary building block for cloud-based, virtualized, and general purpose data centers
D. a software based solution for data centers

Answer: D

NEW QUESTION 19
Which phrase describes the benefits of the Cisco UCS product range?
A. communication on an all-in-one platform designed to fit the way customers work
B. cloud-based service allowing customers to set up and configure an entire virtual data center in minutes
C. cloud-based security solution allowing customers to be protected on any device at any location
D. increased productivity, reduced total cost of ownership, and scalability to the data center

Answer: C

NEW QUESTION 20
Which collaboration product can count meeting participants and provide analytics for usage and resource planning?
A. Cisco MX Series
B. Cisco Webex Board
C. Cisco Webex Room Series

Answer: B
NEW QUESTION 21

Answer: D
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