

700-150^{Q&As}

Introduction to Cisco Sales

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QUESTION 1

In the Cisco DNA 8 framework, which is not a component of the enterprise controller?

- A. Automation
- B. Analytics
- C. Avoidance
- D. Assurance

Correct Answer: C

<https://www.cisco.com/c/dam/en/us/solutions/collateral/enterprise-networks/solution-overview-c22738468.pdf>

QUESTION 2

In covering the full attack continuum, which are the proposed solutions after an attack?

- A. Networks access control and identity services
- B. E-mail and web security solutions
- C. Firewalls and next generation firewalls
- D. Advanced malware protection and network behavior analysis

Correct Answer: D

QUESTION 3

The Cisco Stealthwatch Enterprise is about scalable visibility and security analytics across your business. Which is not a feature?

- A. Extend your network visibility
- B. Simplify network segmentation
- C. Claim immunity to cloud outages
- D. Speed up incident response and forensics

Correct Answer: C

QUESTION 4

The Cisco DX Series is ideal for everyone who collaborates. Which is a feature of this product?

- A. Intuitive touchscreen
- B. Accessible from any browsers
- C. Dual screen options
- D. Real-time private and group chat

Correct Answer: A

QUESTION 5

Which two solutions does Cisco offer for after an attack?

- A. email and web security solutions
- B. networks access control and identity services
- C. firewalls and next generation firewalls
- D. advanced malware protection and network behaviour analysis

Correct Answer: D

After an attack, organizations can leverage Cisco Advanced Malware Protection and network behavior analysis to quickly and effectively scope, contain, and remediate an attack to minimize damage.

QUESTION 6

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 7

Which of the following is not a factor that drives the target state of the business at a customer organization?

- A. mission
- B. vision
- C. values

D. client engagement

Correct Answer: D

QUESTION 8

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 9

Cisco has phones and desktop endpoints. Which of the following is an example?

- A. Cisco Webex Board
- B. Cisco IP Phone
- C. Cisco Jabber
- D. Cisco Telepresence 1X5000 series

Correct Answer: B

QUESTION 10

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

Correct Answer: A

<https://blogs.cisco.com/partner/more-profit-less-time-better-results>

QUESTION 11

Which type of business requirements define the required parameter for a solution?

- A. technical requirements
- B. transitional requirements
- C. functional requirements
- D. general business requirements

Correct Answer: A

QUESTION 12

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 13

How do you define a business outcome?

- A. a process of estimating future sales
- B. a measurable result of an activity or process within the business
- C. a plan that positions a company's brand or product to gain a competitive advantage
- D. a strategy that sets out sales targets and tactics for the business

Correct Answer: B

QUESTION 14

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

Correct Answer: D

QUESTION 15

What is one benefit of the Cisco SD-WAN solution?

- A. continuous monitoring of the entire network environment in order to detect abnormal wireless activity
- B. establishing transport-independent WAN for lower cost and higher diversity
- C. supporting agile software development and deployment processes through a single point of management
- D. providing guest networks for customers, system integrators, and vendors

Correct Answer: B

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