

100% Money Back
Guarantee

Vendor:Cisco

Exam Code:700-150

Exam Name:Introduction to Cisco Sales exam

Version:Demo

QUESTION 1

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

Correct Answer: C

QUESTION 2

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 3

Which of the following describes the NFV ENCS Virtualized branch?

- A. a cloud-delivered overlay WAN architecture that facilitates digital and cloud transformation for enterprises
- B. a hybrid platform that combines the benefits of a traditional router and a traditional server to offer the same functionality with a smaller infrastructure footprint
- C. a security application that mitigates vulnerabilities to offer branch and consumers protection where they need it most
- D. a network device that mathematically verifies the entire network for correctness

Correct Answer: A

QUESTION 4

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 5

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 6

Cisco DNA Analytics and Assurance allow users to automate network performance management in all of the following ways. Which is not true?

- A. Simplify management
- B. Gain network visibility
- C. Save time, solve problems
- D. Turn insights into

Correct Answer: D

QUESTION 7

A variety of factors drive the target state of the business. Which of the following is not a factor?

- A. Values
- B. Mission
- C. Vision

D. Client engagement

Correct Answer: D

QUESTION 8

Cisco Unified Data Center offers some benefits to customers. Which is not a benefit?

- A. Gain control over increasing complexity
- B. Sophisticated capabilities made simple
- C. Deliver more value, faster to all lines of business
- D. State of the art infrastructure

Correct Answer: D

QUESTION 9

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

QUESTION 10

Which feature of WebEx Teams allows customers to collaborate on sketches?

- A. whiteboarding
- B. messaging
- C. bots
- D. integrations

Correct Answer: A

<https://blog.webex.com/2018/12/cisco-webex-teams-collaboration-platform-cloudlock-making-teamcollaboration-secure-both-within-your-enterprise-and-outside/>

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

Cisco's certification and global partner network encourages and recognizes partners for their breadth of skills across certain technologies. Which of the following is not a Badge level?

- A. Gold
- B. Select
- C. Silver
- D. Premier

Correct Answer: C