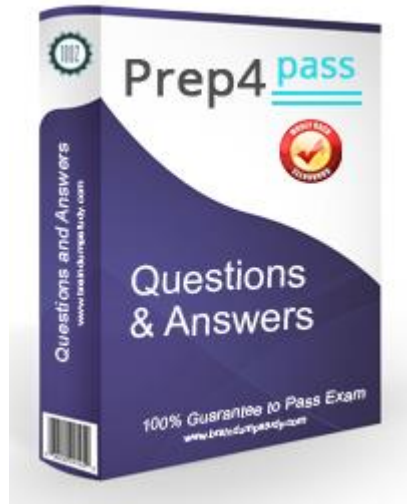


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Exam : **700-150**

Title : Introduction to Cisco Sales

Vendor : Cisco

Version : DEMO

NO.1 AMP for endpoints decreases time to detection. What is Cisco's security time to detection?

- A. 6 hours or less
- B. 8 hours or less
- C. 10 hours or less
- D. 7 hours or less

Answer: A

NO.2 In terms of technical focus ("business alignment"), which is not a phase in this approach?

- A. Propose
- B. Purchase
- C. Design
- D. Discover

Answer: B

Explanation:

<https://www.ciscolive.com/c/dam/r/ciscolive/us/docs/2018/pdf/BRKCRT-2902.pdf>

NO.3 Cisco DNA Analytics and Assurance allow users to automate network performance management in all of the following ways. Which is not true?

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

Answer: A

Explanation:

Simplify Management, Save Time, Lower Costs, Visibility, Use Insights to optimize performance and deliver best user experience.

<https://www.presidio.com/resources/files/1317/at-a-glance-c45-739010.pdf>

NO.4 Which term describes the capability to correlate security information and apply intelligence in order to understand context?

- A. integration
- B. breadth
- C. sophistication
- D. depth

Answer: D

Explanation:

https://www.cisco.com/c/dam/r/en/us/internet-of-everything-ioe/assets/files/gartner_BDA_Whitepaper.pdf

NO.5 Cisco Unified Data Center offers some benefits to customers. Which is not a benefit?

- A. Gain control over increasing complexity
- B. State of the art infrastructure
- C. Sophisticated capabilities made simple

D. Deliver more value, faster to all lines of business

Answer: B

Explanation:

https://www.cisco.com/c/dam/en/us/solutions/collateral/switches/catalyst-6500-series-switches/aag_c45_696603.pdf

NO.6 What is Cisco's approach to business outcome sales?

A. Cisco's approach focuses on increasing revenue and reducing costs from a customer centric perspective

B. Cisco's approach focuses on enabling its sales team with the necessary tools and products to increase its market share

C. Cisco's approach focuses on developing a business-focused view of the customer enterprise looking at needs and business outcomes from a customer-centric perspective.

D. Cisco's approach focuses on differentiating itself as a market leader in security solutions from a profits centric perspective

Answer: C

NO.7 The Cisco Cloudlock protects your cloud users, data and apps. Which of the following is not under the coverage of Cloudlock?

A. Salesforce.com

B. Box

C. Facebook

D. Slack

Answer: C

Explanation:

https://www.cisco.com/c/dam/en_us/about/doing_business/legal/docs/cloudlock-offer-description.pdf

NO.8 Which phrase best describes Cisco's software strategy'?

A. use software and software-defined solutions to help customers realize more value from their IT investments across their organizations

B. promote collaboration among in teams and organizational levels

C. identify and communicate risks

D. implement a build-and-fix software development model

Answer: A

Explanation:

<https://www.cisco.com/c/dam/en/us/products/collateral/software/one-software/idc-software-strategy-paper.pdf>

NO.9 Which of the following are included in Cisco's current networking product lines?

A. switches, routers, and application delivery controllers

B. switches, routers, LAN, and WAN

C. application delivery controllers, LAN, and WAN

D. switches, routers, application delivery controllers, LAN, and WAN

Answer: B

NO.10 Cisco fog delivers business outcomes. Which is not one of the outcomes mentioned in the slides?

- A. Increase product quantity
- B. Improve operational effectiveness
- C. Increase customer satisfaction and trust
- D. Gain new revenue streams

Answer: A

Explanation:

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