

DUMPS ARENA

Introduction to Cisco Sales

Cisco 700-150

Version Demo

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QUESTION NO: 1

Which is a unique capability of Meraki MX?

- A. API-based management
- B. Java-API console management
- C. carrier grade security for data centers
- D. single pane of glass management for full stack branch infrastructure

ANSWER: A

QUESTION NO: 2

In addressing the full attack continuum, what type of capabilities are required before an attack?

- A. Preventive and Response
- B. Predictive and Response
- C. Preventive and Detective
- D. Preventive and Predictive

ANSWER: C

QUESTION NO: 3

Which collaboration product can count meeting participants and provide analytics for usage and resource planning?

- A. Cisco TelePresence IX5000 Series
- B. Cisco Webex Board
- C. Cisco Webex Room Series
- D. Cisco MX Series

ANSWER: C

QUESTION NO: 4

Which program requires partners to offer at least two cloud or managed services based on Cisco technology?

- A. Cisco Solution Partner Program
- B. Cisco CMSP Advanced
- C. Cisco Specializations
- D. Cisco CMSP Express

ANSWER: B**QUESTION NO: 5**

Which of the following describes the benefits of Cisco Intelligent Automation for Cloud software?

- A. It includes Wireless LAN, Security/SD-WAN, Switching, Mobility Management, and Insight.
- B. It builds a robust security architecture while significantly reducing WAN costs and time to deploy new services.
- C. It automates sophisticated data center and standard business processes from a single, self-service portal.
- D. It defines the deployment and management requirements of an entire application stack.

ANSWER: C**QUESTION NO: 6**

What are the top three protecting capabilities of Cisco Data Center?

- A. detect, authenticate, and replicate
- B. enforce, segment, and access
- C. detect, replicate, and access
- D. segment, enforce, and detect

ANSWER: C**QUESTION NO: 7**

Which of the following are included in Cisco's current networking product lines?

- A. application delivery controllers, LAN, and WAN
- B. switches, routers, and application delivery controllers
- C. switches, routers, application delivery controllers, LAN, and WAN
- D. switches, routers, LAN, and WAN

ANSWER: D

QUESTION NO: 8

Which of the following is a key feature of Cisco Data center?

- A. hyperconvergence for databases
- B. seamless multicloud mobility
- C. quick mitigation of threats that breach defences
- D. software-defined segmentation

ANSWER: A

QUESTION NO: 9

What is Cisco's approach to business outcome sales?

- A. Cisco's approach focuses on differentiating itself as a market leader in security solutions from a profits centric perspective.
- B. 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.
- C. Cisco's approach focuses on increasing revenue and reducing costs from a customer-centric perspective.
- D. Cisco's approach focuses on enabling its sales team with the necessary tools and products to increase its market share.

ANSWER: B

QUESTION NO: 10

What is the negative impact of digitization on businesses?

- A. Putting demands on the network

- B. Increasing the security of data
- C. Moving applications away from the web
- D. Making all experiences seem new

ANSWER: C