Actualtests4sure 700-150 dumps & Cisco Account Manager Sure Practice with 120 Questions [Q62-Q78
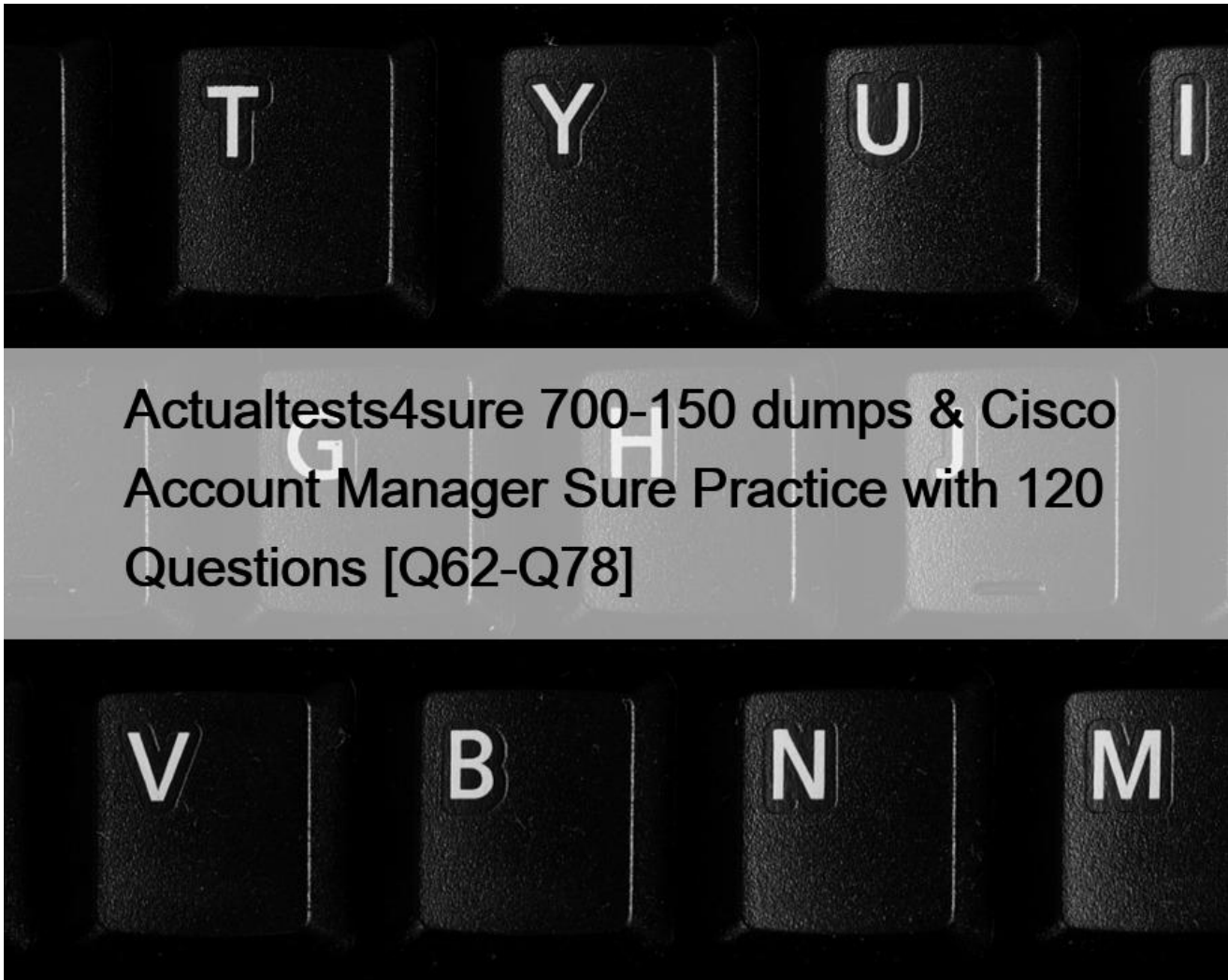

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The Cisco 700-150 certification exam, also known as Introduction to Cisco Sales, is a valuable certification for individuals interested in pursuing a career in sales within the IT industry. This certification exam is designed to test the candidate's knowledge of Cisco's products, solutions, and services, as well as their ability to effectively communicate with customers and understand their needs. The exam covers a wide range of topics, including Cisco's sales approach, customer engagement, and understanding the customer's business environment.

Cisco 700-150 Exam Topics: **SectionWeight**Selling Collaboration Solutions16%Selling Security Solutions18%

Q62. Cisco TrustSec technology uses software-defined segmentation to simplify the provisioning of network access, accelerate security operations, and consistently enforce policy anywhere in the network. Which of the following is not a feature and benefit?

* Apply policies across the network
* Increased risks
* Lower operational expenses
* Streamline compliance

Explanation

https://www.cisco.com/c/en/us/solutions/collateral/enterprise-networks/trustsec/solution-overview-c22-737173.h

Q63. Cisco fog delivers business outcomes. Which is not one of the outcomes mentioned in the slides?

* Improve operational effectiveness
* Gain new revenue streams
* Increase product quantity
* Increase customer satisfaction and trust

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

Q64. Which is the management component in Cisco's intent based networking solution?

* CloudCenter
* DNA Center
* UCS Central
* UCS Director

Q65. What types of collaboration endpoints are offered by Cisco?

* Phone, desktop, room, and mobile
* Phone, desktop, room, mobile and virtual
* Desktop, room, and virtual
* Phone, mobile, and virtual

Q66. Cisco Unified Data Center offers some benefits to customers. Which is not a benefit?

* Gain control over increasing complexity
* Sophisticated capabilities made simple
* Deliver more value, faster to all lines of business
* State of the art infrastructure

Q67. Which hybrid and public cloud solution services help customers design, plan, accelerate, and de- risk multi-cloud migration?

* Cloud Advisory
* Cloud Consume
* Cloud Connect
* Cloud Protect

https://www.cisco.com/c/en/us/solutions/cloud/multicloud-portfolio.html#~stickynav=2

Q68. What is a key benefit of Cisco's hybrid services for collaboration?

* Customers can utilize conferencing solutions with Cisco Webex while retaining control of their collaboration services.
* Cisco manages all collaboration services so a customer's IT resources can focus on strategic priorities.
* Customers can choose multiple types of collaboration endpoints.
* Customers gain the benefit of Cisco Hosted Collaboration Solution services while retaining ownership and control of their collaboration services.

https://www.cisco.com/c/en/us/solutions/hosted-collaboration-solution/cloud-collaboration.html

Q69. Which solution offers complete collaboration for midsize businesses up to 1000 employees’?

* Cisco BE7k
* Cisco BE6k
* Cisco UC1k
* Cisco Jabber

Q70. Which of the following describes the benefits of Cisco intelligent automation for cloud software?

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

Q71. Which product was first provided commercially by Cisco?

* Fiber-optic networking
* Multiprotocol routers
* Wireless networking
* Remote access devices

Cisco thus became the first company to provide a commercial multi-protocol router when it shipped its first product in 1986, a router for the TCP/IP (Transmission Control Protocol/Internet Protocol) protocol suite.

Q72. Which is the management component in Cisco’s intent based networking solution?

* UCS Director
* UCS Central
* DNA Center
* CloudCenter

Q73. What is one way that Cisco ONE provides business value to customers?

* It increases the value of software by making the software portable across hardware.
* It provides better solution suites by focusing exclusively on WAN.
* It allows each department to manage IT separeately by creating multiple portals for license management.
* It allows IT to consume software only as CAPEX.

Q74. Which services make up the Cisco Unified Wireless Network?s Mobility Services Framework?

* Guest Access, Security, Data, and Location
* Guest Access, Security, Location, and Voice
* Guest Access, Security, Data, and Voice
* Guest Access, Data, Location, and Voice

Q75. Which type of business requirements define the required parameter for a solution?

* Transitional requirements
* General business requirements
* Technical requirements
* Functional requirements

Q76. What is the Cisco TelePresence IX5200?

* A state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people
* An advanced all-in-one desktop collaboration solution featuring high-definition video
* A flexible video-conferencing solution designed for small huddle spaces
* An intelligent dual-camera speaker tracking solution with two LED screens.

https://www.cisco.com/c/dam/en/us/products/collateral/collaboration-endpoints/sales-tool-c96-739424.pdf

Cisco IX5200 is the state-of-the-art triple-screen system combining high fidelity audio/video and rich collaboration functionality for the most vivid immersive collaboration experience possible. As the first single-codec, H.265 triple-screen product, the IX5000 is both powerful and efficient. The system is designed for high value and flexibility for deployment beyond the boardroom. The IX5200 features a dual row of seats up to 18 people and supports Intelligent Proximity for content sharing to iOS and Android mobile devices (requires IX 8.1 software).

Q77. Which of the following are included in Cisco’s Collaboration Portfolio?
* Unified Communications, Customer Care, Conferencing, and Collaboration Endpoints
* Unified Communications, Unified Management, Customer Care, and Conferencing
* Unified Management, Customer Care. Conferencing, and Collaboration Endpoints
* Unified Management, Unified Communications. Conferencing, and Collaboration Endpoints
Unified Communications

Contact center

Conferencing

Collaboration Endpoints

Q78. Cisco aims to reduce their environmental impact as part of their green vision. Which of the following is not one of the ways?
* Implemented over 100 energy efficiency and renewable energy projects in FY16
* Improving product power consumption from plug to port
* Used electricity generated from renewable sources for 77% of electricity demand in FY16
* Reduce greenhouse gas emissions by 80% by FY17

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