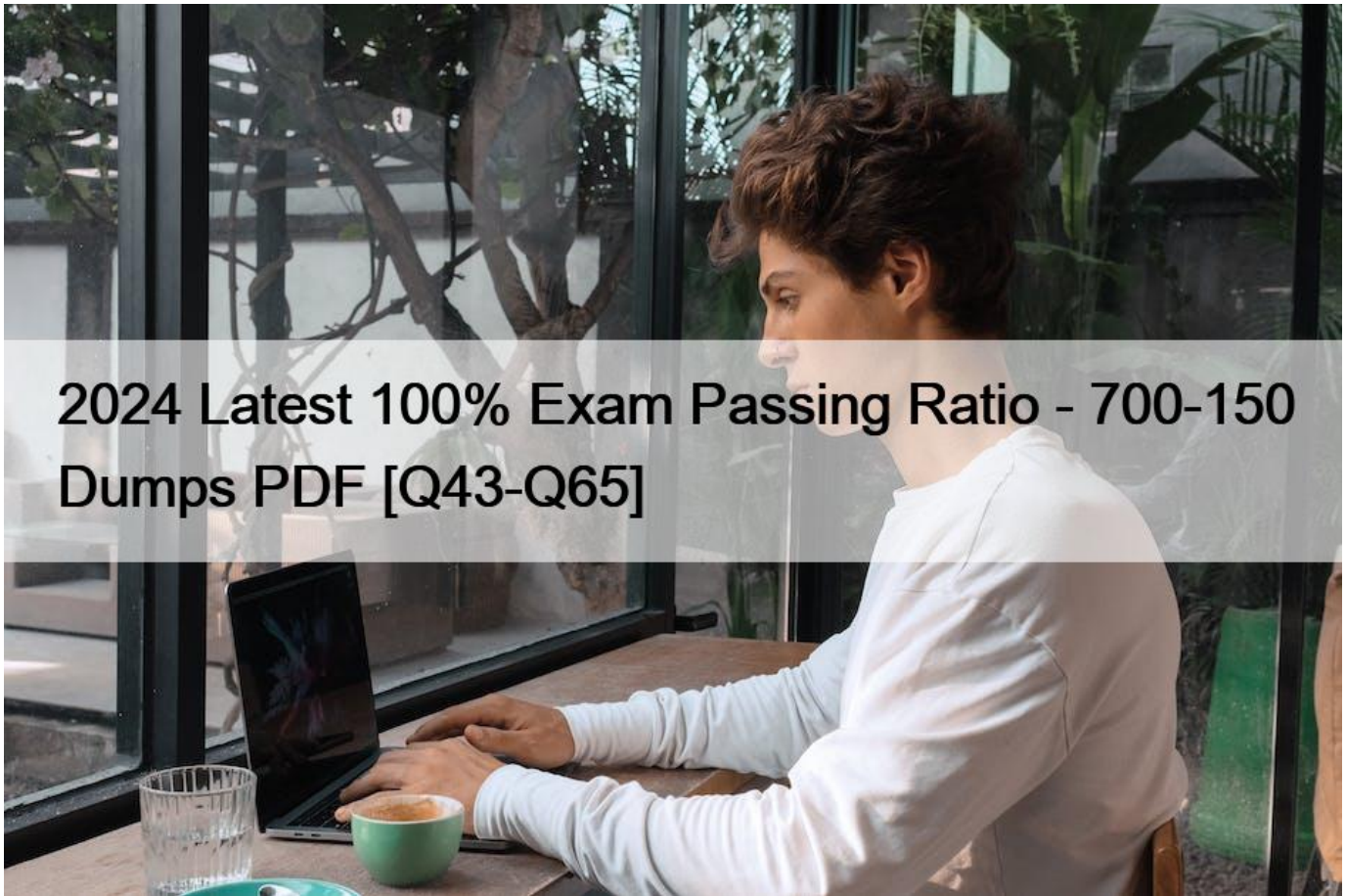


2024 Latest 100% Exam Passing Ratio - 700-150 Dumps PDF [Q43-Q65]



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Q43. Cisco was the first company to provide which product commercially?

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

Q44. Which phrase best describes Unified Communications?

- * voice and video collaboration services accessed from a unified endpoint
- * mobile endpoint applications that unify voice, video, and presence services to streamline communications and enhance productivity and collaboration
- * integrated voice, video, mobility, and presence services across endpoints, devices, and applications
- * video conferencing accessible across endpoints, devices, and applications within an organization

Q45. Cisco Intelligent Automation for Cloud software delivers the critical foundational layer for holistically deploying and managing cloud-based services. This software solution improves agility, flexibility, and speed with all but one of the following:

- * Physical resources
- * An orchestration engine
- * Self-service portal
- * Advanced cloud management capabilities

Q46. Which is a feature of the Cisco DX Series?

- * accessible from any browser
- * dual screen options
- * intuitive touchscreen
- * real-time private and group chat

<https://www.cisco.com/c/en/us/products/collaboration-endpoints/desktop-collaboration-experience-dx600-series/index.html#~sticky-nav=1>

Q47. The Cisco Cloudlock protects your cloud users, data and apps. Which of the following is not under the coverage of Cloudlock?

- * Facebook
- * Salesforce.com
- * Box
- * Slack

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

Q48. What tool helps the Cisco Business Architect to gain and leverage their knowledge of the customer's business?

- * Collaborative Business Model
- * Solution Architecture Design Map
- * Business Model Canvas
- * Customer Requirement Map

<https://www.expressspecialization.com/DTBAA+Adopting+The+Cisco+Business+Architecture+Approach>

Q49. In the Cisco DNA 8 framework, which is not a component of the enterprise controller?

- * Automation
- * Analytics
- * Avoidance
- * Assurance

<https://www.cisco.com/c/dam/en/us/solutions/collateral/enterprise-networks/solution-overview-c22-738468.pdf>

Q50. As a Cisco partner, you will get the support to differentiate your business and grow based on the unique value you offer. Which group shows the type of discounts available?

- * Value Incentive Program, Teaming Incentive Program, Opportunity Incentive Program
- * Migration Incentive Program, Opportunity Incentive Program, Teaming Incentive Program
- * Partner Plus Program, Migration Incentive Program and Teaming Incentive Program
- * Migration Incentive Program, Partner Plus Program and Teaming Incentive Program

https://www.cisco.com/c/en/us/partners/incentives/deal-registration.html?flt0_general-table0=For%20North%20America&flt0_general-table1=For%20Africa&flt0_general-table2=For%20Europe#~:stickynav=2

Q51. What three key engines power Cisco DNA Center?

- * Identity Service Engine, Network Automation Platform, Encrypted Traffic Analytics
- * Identity Encryption Engine, Network Automation Platform, Network Data Platform
- * Network Control Platform, Network Automation Platform, Network Encryption Platform
- * Identity Service Engine, Network Control Platform, and Network Data Platform

Q52. What is Cisco's approach to business outcome sales?

- * It focuses on developing a business-focused view of the customer enterprise and places their needs and business outcomes from a customer-centric perspective.
- * It focuses on increasing revenue and reducing costs from a customer-centric perspective.
- * It focuses on enabling their sales team with the necessary tools and products to increase their market share.
- * It focuses on differentiating themselves as a market leader in security solutions from a profits centric perspective.

Q53. Cisco has endpoints that are designed to improve collaboration and address the widest range of use cases. Which of the following is not an endpoint?

- * Phones and Desktop endpoints
- * Video End Point Applications
- * Room and Immersive Systems
- * Mobile End Point Applications

Q54. Cisco Catalyst 9000 is built for SD access. Which of the following are the features?

- * Fixed access, future-proofed and mobility
- * Convergence, fixed core and first in enterprise
- * Future-proofed, industry's unmatched and first in enterprise
- * Fixed access, industry's unmatched and first in enterprise

Q55. Which Cisco mobile end point application provides instant messaging, voice and video calls, voice messaging, desktop sharing, conferencing, and presence?

- * Cisco Jabber
- * Cisco Expressway
- * Cisco Webex Teams
- * Cisco TelePresence MX

Q56. Which of the following could be defined as a long-term plan that enables the business to work toward achieving its vision by considering business operations, value proposition, customers, and finance?

- * Goals
- * Strategy
- * Objectives
- * Mission

Q57. 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

Q58. Which statement about Cisco Unified Fabric is true?

- * Organizations must be in the cloud in order to benefit from Cisco Unified Fabric.
- * Organizations can trust in the innovative focus of Cisco Unified Fabric, allowing IT teams to focus on maintaining technology.
- * Cisco Unified Fabric enables industry-leading, multidimensional scalability.
- * Cisco Unified Fabric can only be used in LAN environments.

Q59. What is the negative impact of digitization on businesses?

- * Moving applications away from the web
- * Increasing the security of data
- * Making old experiences seem new
- * Putting demands on the network

<https://www.cisco.com/c/en/us/solutions/design-zone/networking-design-guides/digital-networkarchitecture-design-guides.html>

Q60. 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

Q61. 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

Q62. Which of the following is not a feature of Cisco ONE software?

- * Software license tied to hardware
- * License portability and flexibility
- * Access to innovation, upgrades and new capabilities
- * Simple set of solutions in networks and cloud

<https://www.cisco.com/c/dam/en/us/products/collateral/software/nb-06-one-software-aag-ctp-en.pdf>

Q63. Cisco has phones and desktop endpoints. Which of the following is an example?

- * Cisco Webex Board
- * Cisco IP Phone
- * Cisco Jabber
- * Cisco Telepresence 1X5000 series

Q64. Which of the following is not a factor that drives the target state of the business at a customer organization?

- * Mission
- * Values
- * Vision
- * Client engagement

Q65. Which of the following could be defined as a long-term plan that enables the business to work toward achieving its vision by considering business operations, value proposition, customers, and finance?

- * Mission

- * Strategy
- * Goals
- * Objectives

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