Q&A?

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Cisco

700-150

Introduction to Cisco Sales

QUESTION: 101

During which phases of protection would Cisco's Next Generation Firewalls be deployed?

A. after an attack
B. during an attack
C. before an attack
D. during and after an attack

Answer: A

QUESTION: 102

What types of collaboration endpoints are offered by Cisco?

A. phone, mobile, and virtual
B. phone, desktop, room, and mobile
C. desktop, room, and virtual
D. phone, desktop, room, mobile, and virtual

Answer: C

QUESTION: 103

Which group represents the Cisco partnership levels?

A. Bronze, Silver, Gold, Select, Multinational
B. Select, Premier, Gold, Multinational, Global Gold
C. Affiliate, Associate, Preferred, Select, Global
D. Bronze, Silver, Gold, Platinum, Global

Answer: D

QUESTION: 104
What key aspect of digitization allows the deployment of new services without lengthy and costly investments in server or networking infrastructure"?

A. Enterprise network architecture
B. data science
C. streaming services
D. cloud computing

Answer: C

QUESTION: 105
Which component in DNA Center achieves automation?

A. Tetration
B. Network Control Platform
C. Network Data Platform
D. Identity Services Engine

Answer: B

QUESTION: 106
Which Cisco cloud-managed solution allows customers to unify management in a secure, browserbased dashboard?

A. Cisco UCS
B. Cisco Intersight
C. Cisco Hyperflex
D. Cisco Meraki

Answer: A

QUESTION: 107
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 lis global operations

Answer: D

QUESTION: 108
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

Answer: B

QUESTION: 109
Which statement about Cisco Unified Fabric is true?

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

Answer: C

QUESTION: 110
Which solution offers complete collaboration for midsize businesses up to 1000 employees'?

A. Cisco BE7k
B. Cisco BE6k
C. Cisco UC1k
D. Cisco Jabber

Answer: D

SAMPLE QUESTIONS

*These questions are for demo purpose only. **Full version** is up to date and contains actual questions and answers.*

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