



700-150^{Q&As}

Introduction to Cisco Sales exam

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QUESTION 1

Cisco offers customer care solutions for contact centers. Which option is not correct?

- A. Cisco Remote Expert Mobile
- B. Cisco Inbound Option
- C. Cisco Unified call studio
- D. Cisco Outbound Option

Correct Answer: B

QUESTION 2

Which is a unique capability of Meraki MX?

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

Correct Answer: C

QUESTION 3

Which of Cisco's channel routes to market uses automated campaigns driven by customer data to optimize seller efficiency and productivity?

- A. Digital Touch
- B. Field Sales
- C. Virtual Sales
- D. Partners

Correct Answer: A

QUESTION 4

Cisco's products and solutions are based on an open network architecture. Which of the following is not a principal technology?

- A. Multi vendor orchestration



- B. 4G Networks
- C. Model driven telemetry
- D. Real-time analytics

Correct Answer: B

<https://www.cisco.com/c/en/us/solutions/service-provider/virtualization-automation.html#~stickynav=1>

QUESTION 5

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

- A. Cloud Consume
- B. Cloud Protect
- C. Cloud Advisory
- D. Cloud Connect

Correct Answer: C

QUESTION 6

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

- A. Cisco MX Series
- B. Cisco Webex Board
- C. Cisco Webex Room Series
- D. Cisco TetePresence 1X5000 Series

Correct Answer: C

QUESTION 7

How long is the average "time to detection" of a security threat for Cisco's customers?

- A. 48 hours
- B. 4 hours
- C. 3 days



D. 17 hours

Correct Answer: D

QUESTION 8

Which of following Cisco cloud-managed solution allows customers to unify management in a secure, browser-based dashboard?

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

Correct Answer: A

QUESTION 9

Which phrase best describes the Cisco DX series?

- A. a service solution that offer business messaging, calling, and persistent meeting spaces
- B. a flexible and scalable platform for videoconferencing rooms :
- C. a mobile endpoint solution designed to connect learns at any time, in any place
- D. an all-in-one desktop collaboration device with an intuitive touchscreen

Correct Answer: D

QUESTION 10

Which of the following provides 360-degree contextual insights across users, devices, and applications using intent based networking?

- A. Cisco DNA
- B. Cisco Hosted Collaboration Solution
- C. Cisco Unified Computing System
- D. Cisco Meraki

Correct Answer: A



QUESTION 11

Which phase of Cisco's Sales Cycle involves the presentation of the business case to relevant stakeholders?

- A. Design and Distribute
- B. Customer Commitment
- C. Analyze and Design
- D. Research and Analyze

Correct Answer: D

QUESTION 12

What are the four BOST Enterprise Architecture Framework views?

- A. Business, Operations, Security, and Tactics
- B. Business, Operations, Security, and Technology
- C. Business, Operations, Systems, and Technology
- D. Business, Operations, Sales, and Talent

Correct Answer: C

QUESTION 13

Which feature of WebEx Teams allows customers to collaborate on sketches?

- A. bots
- B. integrations
- C. whiteboarding
- D. messaging

Correct Answer: C

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