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Vendor:Cisco

Exam Code:700-150

Exam Name:Introduction to Cisco Sales exam

Version:Demo

QUESTION 1

Cisco Fog Data Services are software services that deliver edge analytics, control, and security for data in the fog. Which of the following is not a feature or benefit?

- A. Network compliance
- B. Analytics at the network edge
- C. Application control of IoT sensors
- D. Security and privacy

Correct Answer: A

QUESTION 2

Which Cisco endpoint is ideal for occasional-use, specialty settings such as cafeterias?

- A. Cisco DX80
- B. Cisco IP Phone 7800 Series
- C. Cisco Unified IP Phone 6900 Series
- D. Cisco Unified SIP Phone 3900 Series

Correct Answer: D

https://www.cisco.com/c/dam/en/us/products/collateral/collaboration-endpoints/unified-ip-phone-7940g/prod_brochure0900aecd800f6d4a.pdf

QUESTION 3

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

- A. Guest Access, Security, Data, and Location
- B. Guest Access, Security, Data, and Voice
- C. Guest Access, Security, Location, and Voice
- D. Guest Access, Data, Location, and Voice

Correct Answer: C

QUESTION 4

Cisco HyperFlex delivers complete hyperconvergence. Which of the following is not a feature of this solution?

- A. Portable database applications
- B. Flash-optimized system
- C. Flexible scaling
- D. High data availability

Correct Answer: A

QUESTION 5

Which group makes up Cisco's collaboration portfolio?

- A. customer care, conferencing, team innovation, and telepresence
- B. unified communications, customer care, conferencing, and collaboration endpoints
- C. unified communications, customer care, team innovation, and conferencing
- D. unified communications, customer care, team innovation, and collaboration endpoints

Correct Answer: B

<https://www.cisco.com/c/en/us/solutions/collaboration/index.html#~stickynav=2>

QUESTION 6

Which of the following are included in Cisco's portfolio of converged infrastructure solutions?

- A. VersaStack.VxBLOCK.FlexStack.andFlexPod
- B. FlashStack.VersaStack.HyperFlex.andVxBLOCK
- C. HyperFlex.FlexPod.FlexStack.and VxBLOCK
- D. HyperFlex.Talos.VxBLOCK.andVersaStack

Correct Answer: B

QUESTION 7

The Cisco DX Series is ideal for everyone who collaborates. Which is a feature of this product?

- A. Intuitive touchscreen
- B. Accessible from any browsers
- C. Dual screen options
- D. Real-time private and group chat

Correct Answer: A

QUESTION 8

In terms of SMART Business outcomes, what does the "S" stands for?

- A. Strategic
- B. Short
- C. Structured
- D. Specific

Correct Answer: D

QUESTION 9

Cisco has long been the world's dominant supplier of computer networking products, systems and services. Which of the following is not included in Cisco's current product lines?

- A. LAN
- B. Routers
- C. Application Delivery Controllers
- D. Switches
- E. WAN

Correct Answer: C

https://en.wikipedia.org/wiki/Application_delivery_controller

QUESTION 10

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

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

Correct Answer: D

QUESTION 11

In terms of Cisco's business outcome sales roles, there are many variations in the teams that engage with customers. Which of the following is not one of these teams?

- A. Services team
- B. Account team
- C. Team leadership
- D. Marketing team

Correct Answer: D

QUESTION 12

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

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

Correct Answer: B