

700-150^{Q&As}

Introduction to Cisco Sales exam

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QUESTION 1

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 2

The Cisco Data Center captures the intent of users and applications. Which is not a benefit?

- A. Enhance IT operations
- B. Seamless multicloud mobility
- C. Enhanced application performance
- D. Pervasive security

Correct Answer: A

<https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/brands/cisco/intent-based-datacenter.pdf>

QUESTION 3

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 4

The Cisco Email Security Appliance is an email security gateway product. Which is not an email-borne threat?

- A. Spam
- B. Phishing attempts
- C. Malware
- D. Junk E-mail

Correct Answer: D

QUESTION 5

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

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

Correct Answer: B

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