

# 700-150<sup>Q&As</sup>

Introduction to Cisco Sales exam

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**QUESTION 1**

How does Cisco's web security appliance protect the organization?

- A. file reputation during an attack
- B. daily scanning of web traffic for anomalies
- C. parallel AV scanning
- D. automated monitoring and analysis across the network

Correct Answer: D

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**QUESTION 2**

Which is the management component in Cisco's intent based networking solution?

- A. UCS Director
- B. UCS Central
- C. DNA Center
- D. CloudCenter

Correct Answer: C

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**QUESTION 3**

Networks are more complex than ever and devices are proliferating by the minute. It's harder to see what's on the network, and it's harder to spot a threat. Cisco's Network Visibility and Enforcement solution combines which of the following?

- A. Cisco Stealthwatch Enterprise, the Cisco Identity Services Engine, and Cisco TrustSec technology
- B. Cisco Enforcement Enterprise, the Cisco Identity Services Engine, and Cisco TrustSec technology
- C. Cisco Stealthwatch Enterprise, the Cisco Identity Services Engine, and Cisco wireless technology
- D. Cisco Stealthwatch Enterprise, the Cisco Ideas Engine, and Cisco TrustSec technology

Correct Answer: A

[https://www.cisco.com/c/en\\_ca/products/security/network-visibility-enforcement/index.html](https://www.cisco.com/c/en_ca/products/security/network-visibility-enforcement/index.html)

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**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>

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#### QUESTION 5

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?

- A. Value Incentive Program, Teaming Incentive Program, Opportunity Incentive Program
- B. Migration Incentive Program, Opportunity Incentive Program, Teaming Incentive Program
- C. Partner Plus Program, Migration Incentive Program and Teaming Incentive Program
- D. Migration Incentive Program, Partner Plus Program and Teaming Incentive Program

Correct Answer: B

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