

700-150^{Q&As}

Introduction to Cisco Sales exam

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QUESTION 1

What is the negative impact of digitization on businesses?

- A. Moving applications away from the web
- B. Putting demands on the network
- C. Making old experiences seem new
- D. Increasing the security of data

Correct Answer: B

QUESTION 2

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 3

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

Correct Answer: A

QUESTION 4

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 5

Cisco's goal is to share methodology, tools and prescriptive guidance to help their partners build their own customer success practice. What are some of the partner resources?

A. Launch hub, services hub, Cisco ready, marketing velocity

B. Launch hub, services hub and marketing velocity

C. Cisco ready, launch hub and services hub

D. Launch hub and services hub

Correct Answer: A

<https://blogs.cisco.com/partner/more-profit-less-time-better-results>

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