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Introduction to Cisco Sales

Cisco 700-150

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QUESTION NO: 1

What is one way that Cisco provides business value to customers?

- A. It increases the value of software by making the software portable across hardware.
- B. It provides better solution suites by focusing exclusively on WAN.
- C. It allows each department to manage IT separately by creating multiple portals for license management.
- D. It allows IT to consume software only as CAPEX.

ANSWER: A

QUESTION NO: 2

Which of the following is not a factor that drives the target of the business at a customer organization?

- A. values
- B. client engagement
- C. vision
- D. mission

ANSWER: D

QUESTION NO: 3

Which group represents the Cisco partnership levels?

- A. Affiliate, Associate, Preferred, Select, Global
- B. Bronze, Silver, Gold, Select, Multinational
- C. Bronze, Silver, Gold, Platinum, Global
- D. Select, Premier, Gold, Multinational, Global Gold

ANSWER: D

QUESTION NO: 4

Which product was first provided commercially by Cisco?

- A. fiber-optic networking
- B. multiprotocol routers
- C. remote access devices
- D. wireless networking

ANSWER: B

QUESTION NO: 5

Which type of business requirements define the required parameter for a solution?

- A. transitional requirements
- B. technical requirements general business requirements functional requirements

ANSWER: B

QUESTION NO: 6

Which program requires partners to offer at least two cloud or managed services based on Cisco technology?

- A. Cisco Solution Partner Program
- B. Cisco CMSP Advanced
- C. Cisco Specializations
- D. Cisco CMSP Express

ANSWER: B

QUESTION NO: 7

With Cisco ONE, what happens when a customer refreshes hardware?

- A. The customer must purchase entirely new software licenses.
- B. The customer can refresh or go to the next tier of hardware and port or upgrade software at no additional charge.

C. The customer can refresh hardware in the same tier and port software at no charge but must purchase new licenses for the next tier of hardware.

D. The customer can refresh hardware in the same tier and port software at no charge, or go to the next tier hardware and just pay the difference for their software.

ANSWER: B

QUESTION NO: 8

Which of these is one-step Cisco is aiming to take to reduce the company's environmental impact by the year 2022?

A. Cisco is aiming to reduce greenhouse gas emissions by 15 percent from its global operations.

B. Cisco is aiming to run at least 35 percent of its global operations exclusively on solar power.

C. Cisco is aiming to use electricity generated from renewable sources for at least 85 percent of the company's global electricity needs.

D. Cisco is improving product power consumption and aiming to increase system efficiency to 99 percent.

ANSWER: A

QUESTION NO: 9

What is Cisco Unified Fabric?

A. the fabric that connects people, technology and business

B. a software-based solution for data centers

C. a primary building block for cloud-based, virtualized, and general purpose data centers

D. the latest technology that is used to power Cisco routers

ANSWER: B

QUESTION NO: 10

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

A. Cisco TelePresence IX5000 Series

B. Cisco Webex Board

C. Cisco Webex Room Series

D. Cisco MX Series

ANSWER: C