

## [Full-Version 2023 New 700-150 Actual Exam Dumps, Cisco Practice Test [Q44-Q66]



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### Introduction to Cisco Sales 700-150 Exam

Introduction to Cisco Sales 700-150 Exam which is related to Cisco Advanced Security Networks Architecture Specialization Certification. This exam validates and measures knowledge and skills of Candidate against the Account Manager, Sales Methodology and Customer Engagement. Advanced Security Architecture for Account Managers usually hold or pursue this certification and you can expect the same job role after completion of this certification.

For more info visit:

[Cisco 700-150 Exam Reference](#)

### QUESTION 44

Which solution offers complete collaboration for midsize businesses up to 1000 employees?

\* Cisco BE7k

- \* Cisco UC1k
- \* Cisco Jabber
- \* Cisco BE6k

<https://www.cisco.com/c/en/us/products/unified-communications/business-edition-6000/index.html> Your employees want to connect with co-workers, customers, and business partners from anywhere, using any device. Cisco Business Edition 6000 is more than just an IP phone system.

It is an all-in-one solution that solves complex communications challenges for business with up to 1,000 employees.

#### QUESTION 45

Cisco has endpoints that are designed to improve collaboration and address the widest range of use cases.

Which of the following is not an endpoint?

- \* Phones and Desktop endpoints
- \* Video End Point Applications
- \* Room and Immersive Systems
- \* Mobile End Point Applications

#### QUESTION 46

Which solution offers complete collaboration for midsize businesses up to 1000 employees?

- \* Cisco BE6k
- \* Cisco Jabber
- \* Cisco BE7k
- \* Cisco UC1k

Explanation/Reference:

#### QUESTION 47

Which Cisco network administration product enables the creation and enforcement of security and access policies for a company's connected endpoint devices?

- \* Cisco Identity Services Engine
- \* Cisco Platform Exchange Grid
- \* Cisco Stealthwatch Enterprise
- \* Cisco TrustSec

#### QUESTION 48

What are the four BOST Enterprise Architecture Framework views?

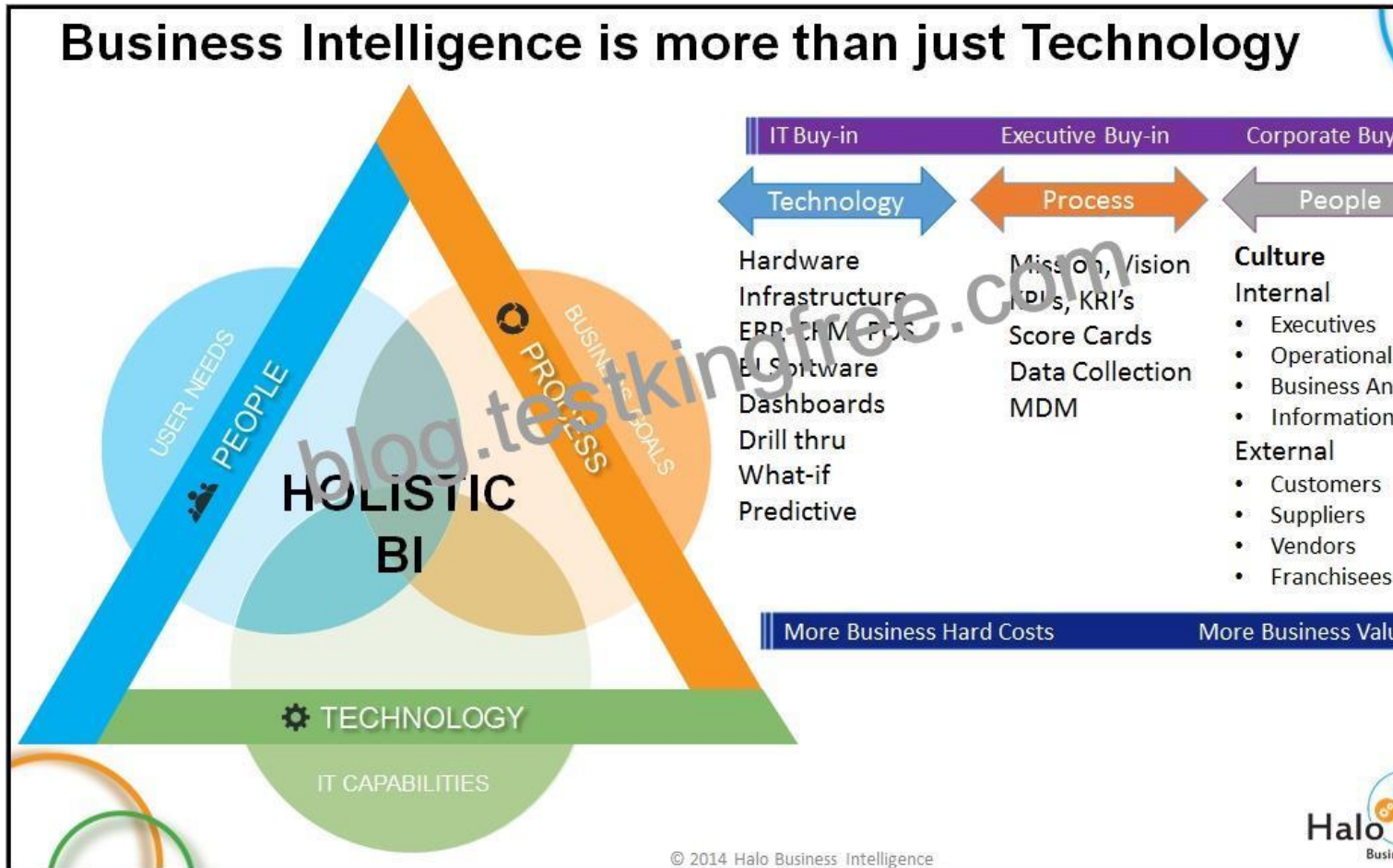
- \* Business, Operations, Security, and Tactics
- \* Business, Operations, Security, and Technology
- \* Business, Operations, Systems, and Technology
- \* Business, Operations, Sales, and Talent

[https://www.cisco.com/c/en/us/solutions/collateral/enterprise/cisco-on-cisco/Cisco\\_IT\\_Trends\\_in\\_IT\\_Article\\_Ent\\_Architecture\\_IT\\_Service\\_Management.html](https://www.cisco.com/c/en/us/solutions/collateral/enterprise/cisco-on-cisco/Cisco_IT_Trends_in_IT_Article_Ent_Architecture_IT_Service_Management.html)

#### QUESTION 49

A business capability consists of which of the following to enable the long-term strategy of the business?

- \* Security, enablement, experience
- \* Technology, expertise, process
- \* People, tools, experience
- \* People, process and technology



### QUESTION 50

What key aspect of digitization allows the deployment of new services without lengthy and costly investments in server or networking infrastructure?

- \* Streaming services
- \* Enterprise network architecture
- \* Cloud computing
- \* Data science

[https://www.cisco.com/c/dam/global/ru\\_kz/solutions/enterprise-networks/digital-networkarchitecture/pdf/white-paper-c11-736842.pdf](https://www.cisco.com/c/dam/global/ru_kz/solutions/enterprise-networks/digital-networkarchitecture/pdf/white-paper-c11-736842.pdf)

### QUESTION 51

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

- \* mission
- \* vision

- \* values
- \* client engagement

#### QUESTION 52

How long is the average time to detection of a security threat for Cisco's customers?

- \* 48 hours
- \* 4 hours
- \* 3 days
- \* 17 hours

#### QUESTION 53

The Cisco enterprise routing portfolio delivers an uncompromised experience across which 4 areas?

- \* Cloud, Branch, WAN and Firewalls
- \* Cloud, LAN, WAN and Data Centre
- \* Branch, Cloud, Data Centre and WAN
- \* Data Centre, Cloud, Branch and LAN

<https://www.cisco.com/c/dam/en/us/products/collateral/routers/4000-series-integrated-services-routers-isr/enterprise-routing-portfolio-poster.pdf>

#### QUESTION 54

There are four types of business requirements.

Which one of the four types of business requirements defines the parameters to which a solution must adhere?

- \* functional requirements
- \* transitional requirements
- \* technical requirements
- \* general business requirements

#### QUESTION 55

Cisco Unified Data Center offers some benefits to customers. Which is not a benefit?

- \* Gain control over increasing complexity
- \* Sophisticated capabilities made simple
- \* Deliver more value, faster to all lines of business
- \* State of the art infrastructure

#### QUESTION 56

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?

- \* Services team
- \* Account team
- \* Team leadership
- \* Marketing team

#### QUESTION 57

Which Cisco technology uses software-defined segmentation to simplify the provisioning of network access, accelerate security operations, and consistently enforce policy on the network?

- \* Cisco TrustSec
- \* Cisco Stealthwatch Engine
- \* Cisco Platform Exchange Grid
- \* Cisco Talos

### QUESTION 58

Which hybrid and public cloud solution services help customers design, plan, accelerate, and de-risk multi-cloud migration?

- \* Cloud Advisory
- \* Cloud Consume
- \* Cloud Connect
- \* Cloud Protect

<https://www.cisco.com/c/en/us/solutions/cloud/multicloud-portfolio.html#~stickynav=2>

### QUESTION 59

Which of the following are the top three protecting capabilities of Cisco Data Center?

- \* segment, enforce, and detect
- \* enforce, segment, and access
- \* detect, authenticate, and replicate
- \* detect, replicate, and access

### QUESTION 60

Cisco offers customer care solutions for contact centers. Which option is not correct?

- \* Cisco Remote Expert Mobile
- \* Cisco Inbound Option
- \* Cisco Unified call studio
- \* Cisco Outbound Option

[https://www.cisco.com/c/en/us/td/docs/voice\\_ip\\_comm/cust\\_contact/contact\\_center/icm\\_enterprise/icm\\_enterprise\\_11\\_5\\_1/User/Guide/ucce\\_b\\_outbound-option-guide-for-ucce/ucce\\_b\\_outbound-option-guide-for-ucce\\_chapter\\_01.html?bookSearch=true](https://www.cisco.com/c/en/us/td/docs/voice_ip_comm/cust_contact/contact_center/icm_enterprise/icm_enterprise_11_5_1/User/Guide/ucce_b_outbound-option-guide-for-ucce/ucce_b_outbound-option-guide-for-ucce_chapter_01.html?bookSearch=true)

### QUESTION 61

Which of the following is not a feature of Cisco ONE software?

- \* License portability and flexibility
- \* Software license tied to hardware
- \* Access to innovation, upgrades and new capabilities
- \* Simple set of solutions in networks and cloud

### QUESTION 62

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

- \* Cisco is aiming to run at least 35 percent of its global operations exclusively on solar power.
- \* Cisco is aiming to use electricity generated from renewable sources for at least 85 percent of the company's global electricity needs
- \* Cisco is improving product power consumption and aiming to increase system efficiency to 99 percent
- \* Cisco is aiming to reduce greenhouse gas emissions by 15 percent from its global operations

### QUESTION 63

In terms of infrastructure, the DNA centre is powered by 3 key engines. Which is the correct group?

- \* Context, Automation, Networking
- \* Policy, Context, Analytics
- \* Policy, Automation, Analytics
- \* Encryption, Context, Analytics

<https://www.cisco.com/c/en/us/products/collateral/cloud-systems-management/dna-center/nb-09-dna-center-data>

### QUESTION 64

Which term describes the capability to correlate security information and apply intelligence in order to understand context?

- \* sophistication
- \* breadth
- \* integration
- \* depth

[https://www.cisco.com/c/dam/r/en/us/internet-of-everything-ioe/assets/files/gartner\\_BDA\\_Whitepaper.pdf](https://www.cisco.com/c/dam/r/en/us/internet-of-everything-ioe/assets/files/gartner_BDA_Whitepaper.pdf)

### QUESTION 65

Which Cisco collaboration product line will reduce TCO.

Improve the user experience and productivity, and increase business relevance?

- \* customer care
- \* conferencing
- \* messaging
- \* telepresence
- \* IP communications

### QUESTION 66

What three key engines power Cisco DNA Center?

- \* Identity Service Engine, Network Automation Platform, Encrypted Traffic Analytics
- \* Identity Encryption Engine, Network Automation Platform, Network Data Platform
- \* Network Control Platform, Network Automation Platform, Network Encryption Platform
- \* Identity Service Engine, Network Control Platform, and Network Data Platform

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