



## Introduction to Cisco Sales

Cisco 700-150

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**QUESTION NO: 1**

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: 2**

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: 3**

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: 4**

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: 5**

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: 6**

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**

**QUESTION NO: 7**

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: 8

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: 9

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: 10

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**

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