

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

Introduction to Cisco Sales exam

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## **QUESTION 1**

Which of the following could be considered a business outcome\\'?

- A. to nounsh people and the planet
- B. customer experience/innovation/fulfillment
- C. implements direct-to-customer experience by the end of FY 2021
- D. respect employees, customers, and suppliers

Correct Answer: C

#### **QUESTION 2**

Which feature of WebEx Teams allows customers to collaborate on sketches?

- A. whiteboarding
- B. messaging
- C. bots
- D. integrations

Correct Answer: A

https://blog.webex.com/2018/12/cisco-webex-teams-collaboration-platform-cloudlock-making-teamcollaboration-secure-both-within-your-enterprise-and-outside/

## **QUESTION 3**

What does Cisco call the intelligent, closed-loop, and self-optimizing system built on Cisco DNA?

- A. The Assured Network
- B. The Automated Network
- C. The Encryption Initiative
- D. The Network Intuitive

Correct Answer: B

## **QUESTION 4**

A business requirement is something that is needed by business stakeholders. Business achievements should achieve the following except for?



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- A. Reflected in a business requirements document
- B. Provides the overall direction of the business
- C. Provide value to the business
- D. Describe what the business needs

Correct Answer: A

https://community.cisco.com/legacyfs/online/ccde\_9781587144615\_chapter1.pdf

#### **QUESTION 5**

Cisco collaboration edge architecture helps improve the end user experience while offering security, ease of deployment and open-standards interoperability. Which of the following is not a gateway product?

- A. Cisco Expressway series
- B. Cisco Unified Border Element
- C. Cisco Unified Communication Manager
- D. Cisco TDM Gateways

Correct Answer: B

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