

700-150^{Q&As}

Introduction to Cisco Sales exam

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QUESTION 1

The Cisco Stealthwatch Enterprise is about scalable visibility and security analytics across your business. Which is not a feature?

- A. Extend your network visibility
- B. Simplify network segmentation
- C. Claim immunity to cloud outages
- D. Speed up incident response and forensics

Correct Answer: C

QUESTION 2

What are the top three protecting capabilities of Cisco Data Center?

- A. enforce, segment, and access
- B. segment, enforce, and detect
- C. detect, authenticate, and replicate
- D. detect, replicate, and access

Correct Answer: B

QUESTION 3

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

- A. 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
- B. The customer can refresh or go to the next tier or hardware and port or upgrade software at no additional charge
- C. The customer must purchase entirely new software licenses
- D. The customer can refresh hardware in the same tier and port software at no charge, or go to the next her of hardware and just pay the difference for their software

Correct Answer: D

QUESTION 4

Which phrase best describes Unified Communications?



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A. voice and video collaboration services accessed from a unified endpoint

- B. mobile endpoint applications that unify voice, video, and presence services to streamline communications and enhance productivity and collaboration
- C. integrated voice, video, mobility, and presence services across endpoints, devices, and applications
- D. video conferencing accessible across endpoints, devices, and applications within an organization

Correct Answer: C

QUESTION 5

In terms of technical focus ("business alignment"), which is not a phase in this approach?

- A. Discover
- B. Propose
- C. Design
- D. Purchase

Correct Answer: D

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