



700-150^{Q&As}

Introduction to Cisco Sales exam

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QUESTION 1

Which of Cisco's channel routes to market uses automated campaigns driven by customer data to optimize seller efficiency and productivity?

- A. Digital Touch
- B. Field Sales
- C. Virtual Sales
- D. Partners

Correct Answer: A

QUESTION 2

Which phrase best describes the Cisco DX series?

- A. a service solution that offer business messaging, calling, and persistent meeting spaces
- B. a flexible and scalable platform for videoconferencing rooms :
- C. a mobile endpoint solution designed to connect learns at any time, in any place
- D. an all-in-one desktop collaboration device with an intuitive touchscreen

Correct Answer: D

QUESTION 3

Cisco is positioning itself to recognize greater value and superior differentiation and deliver better business outcomes for its customers. Which of the following statements is not true?

- A. They aim to price models in a more user-centric approach
- B. They aim to provide flexible approaches to service offerings
- C. They aim to provide more solution-based offerings
- D. They aim to adopt personalized offerings to their customers

Correct Answer: D

QUESTION 4

Cisco has phones and desktop endpoints. Which of the following is an example?

- A. Cisco Webex Board



- B. Cisco IP Phone
- C. Cisco Jabber
- D. Cisco Telepresence 1X5000 series

Correct Answer: B

QUESTION 5

What is Cisco's approach to business outcome sales?

- A. Cisco's approach focuses on increasing revenue and reducing costs from a customer centric perspective
- B. Cisco's approach focuses on developing a business-focused view of the customer enterprise looking at needs and business outcomes from a customer-centric perspective.
- C. Cisco's approach focuses on differentiating itself as a market leader in security solutions from a profits centric perspective
- D. Cisco's approach focuses on enabling its sales team with the necessary tools and products to increase its market share

Correct Answer: B

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