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QUESTION 1

Cisco\\'s goal is to share methodology, tools and prescriptive guidance to help their partners build their own customer success practice. What are some of the partner resources?

A. Launch hub, services hub, Cisco ready, marketing velocity

B. Launch hub, services hub and marketing velocity

C. Cisco ready, launch hub and services hub

D. Launch hub and services hub

Correct Answer: A

https://blogs.cisco.com/partner/more-profit-less-time-better-results

QUESTION 2

What approach does Cisco take to provide pervasive and comprehensive security for our customers?

A. Digital Forensic Model

B. Cisco ONE Security Model

C. Threat-Centric Security Model

D. Insight-Led Security Analytics

Correct Answer: C

QUESTION 3

What is Cisco\\'s approach to business outcome sales?

A. It focuses on developing a business-focused view of the customer enterprise and places their needs and business outcomes from a customer-centric perspective.

B. It focuses on increasing revenue and reducing costs from a customer-centric perspective.

C. It focuses on enabling their sales team with the necessary tools and products to increase their market share.

D. It focuses on differentiating themselves as a market leader in security solutions from a profits centric perspective.

Correct Answer: A

QUESTION 4

Cisco\\'s software defined access allows customers to get network speed, security and peace of mind. Which of them is

not one of the capabilities?

A. Secure from evolving threats

B. Limits the network access

C. Prepare for IoT growth

D. Adapt to mobile demands

Correct Answer: D

QUESTION 5

Which of the following describes the NFV ENCS Virtualized branch?

A. a cloud-delivered overlay WAN architecture that facilitates digital and cloud transformation for enterprises

B. a hybrid platform that combines the benefits of a traditional router and a traditional server to offer the same functionality with a smaller infrastructure footprint

C. a security application that mitigates vulnerabilities to offer branch and consumers protection where they need it most

D. a network device that mathematically verifies the entire network for correctness

Correct Answer: A