



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

Introduction to Cisco Sales exam

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#### QUESTION 1

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

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#### QUESTION 2

Which term describes the capability to correlate security information and apply intelligence in order to understand context?

- A. sophistication
- B. breadth
- C. integration
- D. depth

Correct Answer: C

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#### QUESTION 3

Which two solutions does Cisco offer for after an attack?

- A. email and web security solutions
- B. networks access control and identity services
- C. firewalls and next generation firewalls
- D. advanced malware protection and network behaviour analysis

Correct Answer: D

After an attack, organizations can leverage Cisco Advanced Malware Protection and network behavior analysis to quickly and effectively scope, contain, and remediate an attack to minimize damage.

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#### QUESTION 4



How is creating and capturing business value achieved by Cisco?

- A. determining the business priorities, business capabilities, and business solutions that enable the customer-defined outcomes
- B. strategizing with the sales team on how to empower their sales personnel in attaining business goals
- C. delving into the mam issues faced by customers and gelling feedback from previous work done
- D. measuring the efforts of every team in delivering on their promises

Correct Answer: A

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#### QUESTION 5

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

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