



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

Introduction to Cisco Sales exam

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### QUESTION 1

Cisco Intelligent Automation for Cloud software delivers the critical foundational layer for holistically deploying and managing cloud-based services. This software solution improves agility, flexibility, and speed with all but one of the following:

- A. Physical resources
- B. An orchestration engine
- C. Self-service portal
- D. Advanced cloud management capabilities

Correct Answer: A

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### QUESTION 2

Which of the following provides 360-degree contextual insights across users, devices, and applications using intent based networking?

- A. Cisco DNA
- B. Cisco Hosted Collaboration Solution
- C. Cisco Unified Computing System
- D. Cisco Meraki

Correct Answer: A

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### QUESTION 3

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

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

Correct Answer: C

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### QUESTION 4

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



- 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

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#### QUESTION 5

Which of the following is not a factor that drives the target state of the business at a customer organization\\'?

- A. mission
- B. vision
- C. values
- D. client engagement

Correct Answer: D

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