Testpassport考試指南

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Exam ： **700-150**

Title ： Introduction to Cisco Sales

Version ： DEMO

1.In terms of Cisco's business outcome sales roles, there are many variations in the teams that engage with customers.

Which of the following is not one of these teams?

A. Services team

B. Account team

C. Team leadership

D. Marketing team

Answer: C

2.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

Answer: A

Explanation:

https://community.cisco.com/legacyfs/online/ccde_9781587144615_chapter1.pdf

3.Cisco aims to transform IT operations with complete hyperconvergence.

Which of the following is not a benefit?

A. Data acquisition

B. Always on-storage efficiency

C. Predictable performance

D. Independent scaling

Answer: A

4.Cisco IT increases security effectiveness with Cisco Advanced Malware Protection (AMP).

Which of the following lists the 3 approaches for the AMP endpoints security solution?

A. Prevent, detect, respond

B. Prevent, react, respond

C. Protect, detect, respond

D. Predict, prevent, respond

Answer: A

Explanation:

Cisco ® Advanced Malware Protection (AMP) for Endpoints integrates prevention, detection, and response capabilities

https://www.cisco.com/c/en/us/products/collateral/security/fireamp-endpoints/datasheet-c78-733181.html

5.Which group makes up Cisco's collaboration portfolio?

A. customer care, conferencing, team innovation, and telepresence

B. unified communications, customer care, conferencing, and collaboration endpoints

C. unified communications, customer care, team innovation, and conferencing

D. unified communications, customer care, team innovation, and collaboration endpoints

Answer: B

Explanation:

Cisco collaboration solutions span a wide variety of technologies including endpoints, conferencing, customer collaboration, and Unified Communications.

https://www.cisco.com/c/en/us/solutions/collaboration/index.html#~stickynav=2