

[Jul 08, 2023 New Cisco 700-150 Dumps with Test Engine and PDF (New Questions) [Q29-Q52]



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The Cisco 700-150 exam is a 60-minute exam that consists of 40-60 multiple-choice questions. The exam is designed to test the candidate's understanding of the Cisco sales process, as well as their knowledge of Cisco's products and solutions. The exam is designed to test the candidate's knowledge of Cisco's sales strategies, methodologies, and best practices.

The Cisco 700-150 exam covers a wide range of topics related to Cisco products and services. These include Cisco architectures, routing and switching, security, wireless, collaboration, data center, and cloud. The exam also covers the sales process, including customer identification, qualification, and engagement, as well as the importance of building relationships with customers.

NEW QUESTION 29

During which phases of protection would Cisco's Next Generation Firewalls be deployed?

- * after an attack
- * during an attack
- * before an attack
- * during and after an attack

https://www.cisco.com/c/dam/r/en/uk/internet-of-everything-ioe/assets/pdfs/gartner_BDA_Whitepaper.pdf

NEW QUESTION 30

What tool helps the Cisco Business Architect to gain and leverage their knowledge of the customer's business?

- * Business Model Canvas
- * Collaborative Business Modelo
- * Solution Architecture Design Mapo
- * Customer Requirement Map

NEW QUESTION 31

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

- * Mission
- * Values
- * Vision
- * Client engagement

The mission, vision and values statements for an organization are far more than slogans on a wall; they should be sincerely held beliefs that guide the organization's path. Clear and compelling mission, vision and values statements define the organization, by communicating why the organization exists (mission), where the organization is going (vision) and what it stands for (values). The Leadership of every organization should regularly review the mission, vision and values of the organization which they steward to be sure they are relevant, meaningful and current.

NEW QUESTION 32

Which solution offers complete collaboration for midsize businesses up to 1000 employees?

- * Cisco BE7k
- * Cisco UC1k
- * Cisco Jabber
- * Cisco BE6k

NEW QUESTION 33

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

- * Partners
- * Digital Touch
- * Field Sales
- * Virtual Sales

<https://www.cisco.com/c/en/us/about/cisco-on-cisco/collaboration/virtual-sales-expertise-web.html>

NEW QUESTION 34

Which of the following are included in Cisco's Collaboration Portfolio?

- * Unified Communications, Customer Care, Conferencing, and Collaboration Endpoints
- * Unified Communications, Unified Management, Customer Care, and Conferencing

- * Unified Management, Customer Care. Conferencing, and Collaboration Endpoints
- * Unified Management, Unified Communications. Conferencing, and Collaboration Endpoints

NEW QUESTION 35

Which Cisco network administration product enables the creation and enforcement of security and access policies for a company's connected endpoint devices?

- * Cisco Identity Services Engine
- * Cisco Stealthwatch Enterprise
- * Cisco TrustSec
- * Cisco Platform Exchange Grid

NEW QUESTION 36

What is the negative impact of digitization on businesses?

- * Moving applications away from the web
- * Putting demands on the network
- * Making old experiences seem new
- * Increasing the security of data

NEW QUESTION 37

Which of the following are included in Cisco's portfolio of converged infrastructure solutions?

- * VersaStack, VxBlock, FlexStack, and FlexPod
- * HyperFlex, Talos, VxBlock, and VersaStackO
- * HyperFlex, FlexPod, FlexStack, and VxBlock
- * FlashStack, VersaStack, HyperFlex, and VxBlock

NEW QUESTION 38

The Cisco Data Center captures the intent of users and applications. Which is not a benefit?

- * Enhance IT operations
- * Seamless multicloud mobility
- * Enhanced application performance
- * Pervasive security

Explanation

<https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/brands/cisco/intent-based-data-center.pdf>

NEW QUESTION 39

Which of the following are features of the Cisco Firepower NGFW?

- * Threat focused
- * Unified management
- * Cloud based
- * Fully integrated

NEW QUESTION 40

Which of these is one-step Cisco is aiming to take to reduce the company's environmental impact by the year 2022?

- * Cisco is improving product power consumption and aiming to increase system efficiency to 99 percent.
 - * Cisco is aiming to use electricity generated from renewable sources for at least 85 percent of the company's global electricity needs.
 - * Cisco is aiming to reduce greenhouse gas emissions by 15 percent from its global operations.
 - * Cisco is aiming to run at least 35 percent of its global operations exclusively on solar power.
- <https://www.cisco.com/c/dam/assets/csr/pdf/CSR-Report-2018.pdf>

Goal: Use electricity generated from renewable sources for at least 85 percent of our global electricity by FY22.

NEW QUESTION 41

Cisco collaboration edge architecture helps improve the end user experience while offering security, ease of deployment and open-standards interoperability.

Which of the following is not a gateway product?

- * Cisco Expressway series
- * Cisco Unified Border Element
- * Cisco Unified Communication Manager
- * Cisco TDM Gateways

Gateways enable Cisco Unified Communications Manager to communicate with non-IP telecommunications devices and with Internet Service Providers over SIP. In addition, when gateways are properly configured, many can take over for a Cisco Unified Communications Manager when it is unreachable.

Q6: What is the licensing requirements of the CUBE?

A: If you have any existing Cisco Gateway then you can download the Cisco IOS supported version for running CUBE on your Gateway.

NEW QUESTION 42

Which of the following are included in Cisco's portfolio of converged infrastructure solutions?

- * VersaStack.VxBlock.FlexStack.andFlexPod
- * FlashStack.VersaStack.HyperFlex.andVxBlock
- * HyperFlex.FlexPod.FlexStack.and VxBlock
- * HyperFlex.Talos.VxBlock.andVersaStack

https://www.cisco.com/c/en_in/solutions/data-center-virtualization/converged-infrastructure/index.html#~solutions

NEW QUESTION 43

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

- * Reflected in a business requirements document
- * Provides the overall direction of the business
- * Provide value to the business
- * Describe what the business needs

Explanation

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

NEW QUESTION 44

In addressing the full attack continuum, what type of capabilities are required before an attack?

- * Preventive and Response
- * Preventive and Detective
- * Predictive and Response
- * Preventive and Predictive

The Before phase of the Attack Continuum looks to drive Predictive and Preventative capabilities.

<https://www.ironshare.co.uk/technical/ciscos-attack-continuum/>

NEW QUESTION 45

Which services make up the Cisco Unified Wireless Network's Mobility Services Framework?

- * Guest Access, Security, Data, and Location
- * Guest Access, Security, Location, and Voice
- * Guest Access, Security, Data, and Voice
- * Guest Access, Data, Location, and Voice

NEW QUESTION 46

The Cisco DX Series is ideal for everyone who collaborates. Which is a feature of this product?

- * Intuitive touchscreen
- * Accessible from any browsers
- * Dual screen options
- * Real-time private and group chat

NEW QUESTION 47

What three key engines power Cisco DNA Center?

- * Identity Service Engine, Network Control Platform, and Network Data Platform
- * Identity Service Engine, Network Automation Platform, Encrypted Traffic Analytics
- * Identity Encryption Engine, Network Automation Platform, Network Data Platform
- * Network Control Platform, Network Automation Platform, Network Encryption Platform

NEW QUESTION 48

Which group represents the Cisco partnership levels?

- * Affiliate, Associate, Preferred, Select, Global
- * Bronze, Silver, Gold, Select, Multinational
- * Bronze, Silver, Gold, Platinum, Global
- * Select, Premier, Gold, Multinational, Global Gold

NEW QUESTION 49

What is the Cisco TelePresence IX5200?

- * a flexible videoconferencing solution designed for small huddle spaces
- * an advanced all-in-one desktop collaboration solution featuring high-definition video
- * an intelligent dual-camera speaker tracking solution with two LED screens
- * a state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people

NEW QUESTION 50

Cisco Identity Services Engine (ISE) is a network administration product that enables the creation and enforcement of security and access policies for endpoint devices connected to a company's routers and switches. Which of the following is not a benefit?

- * Control all access from one place
- * Destroy malware
- * See and share rich user and device details
- * Stop and contain threats

https://www.cisco.com/c/en_hk/products/security/identity-services-engine/index.html

<https://www.ciscolive.com/c/dam/r/ciscolive/us/docs/2018/pdf/BRKCRT-2902.pdf>

NEW QUESTION 51

Which program requires partners to offer at least two cloud or managed services based on Cisco technology?

- * Cisco CMSP Advanced
- * Cisco Specializations
- * Cisco Solution Partner Program
- * Cisco CMSP Express

NEW QUESTION 52

Which of the following describes the benefits of Cisco intelligent automation for cloud software?

- * It defines the deployment and management requirements of an entire application stack.
- * It automates sophisticated data center and standard business processes from a single, self-service portal.
- * It builds a robust security architecture while significantly reducing WAN costs and time to deploy new services.
- * It includes Wireless LAN, Security/SD-WAN, Switching, Mobility Management, and Insight.

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https://www.test4engine.com/700-150_exam-latest-braindumps.html