

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

Introduction to Cisco Sales exam

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## QUESTION 1

What is Cisco Unified Fabric?

- A. the latest technology that is used to power Cisco routers
- B. the fabric that connects people, technology and business
- C. a primary building block for cloud-based, virtualized, and general purpose data centers
- D. a software based solution for data centers

Correct Answer: C

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## QUESTION 2

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

- A. Digital Touch
- B. Field Sales
- C. Virtual Sales
- D. Partners

Correct Answer: A

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## QUESTION 3

In terms of infrastructure, the DNA centre is powered by 3 key engines. Which is the correct group?

- A. Context, Automation, Networking
- B. Policy, Context, Analytics
- C. Policy, Automation, Analytics
- D. Encryption, Context, Analytics

Correct Answer: C

<https://www.cisco.com/c/en/us/products/collateral/cloud-systems-management/dna-center/nb-09-dnacenter-data-sheet-cte-en.html>

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## QUESTION 4

Cisco converged infrastructure simplifies and speeds up infrastructure deployment with integrated and hyperconverged

systems. Which of the following is not one of the solutions?

- A. FlashStack
- B. Hyperflex systems
- C. VirtualStack D. FlexPod

Correct Answer: C

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## QUESTION 5

In covering the full attack continuum, which are the proposed solutions after an attack?

- A. Networks access control and identity services
- B. E-mail and web security solutions
- C. Firewalls and next generation firewalls
- D. Advanced malware protection and network behavior analysis

Correct Answer: D

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