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Introduction to Cisco Sales exam

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QUESTION 1

As a Cisco partner, you will get the support to differentiate your business and grow based on the unique value you offer. Which group shows the type of discounts available?

A. Value Incentive Program, Teaming Incentive Program, Opportunity Incentive Program

B. Migration Incentive Program, Opportunity Incentive Program, Teaming Incentive Program

C. Partner Plus Program, Migration Incentive Program and Teaming Incentive Program

D. Migration Incentive Program, Partner Plus Program and Teaming Incentive Program

Correct Answer: B

QUESTION 2

How long is the average "time to detection" of a security threat for Cisco\\'s customers?

A. 48 hours

B. 4 hours

C. 3 days

D. 17 hours

Correct Answer: D

QUESTION 3

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

A. Cisco Identity Services Engine

B. Cisco Stealthwatch Enterprise

C. Cisco TrustSec

D. Cisco Platform Exchange Grid

Correct Answer: A

QUESTION 4

Which collaboration product can count meeting participants and provide analytics for usage and resource planning?

A. Cisco MX Series

B. Cisco Webex Board

C. Cisco Webex Room Series

D. Cisco TetePresence 1X5000 Series

Correct Answer: C

QUESTION 5

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