

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

Introduction to Cisco Sales exam

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## QUESTION 1

In terms of SMART Business outcomes, what does the "S" stands for?

- A. Strategic
- B. Short
- C. Structured
- D. Specific

Correct Answer: D

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## QUESTION 2

What does Cisco call the intelligent, closed-loop, and self-optimizing system built on Cisco DNA?

- A. The Assured Network
- B. The Automated Network
- C. The Encryption Initiative
- D. The Network Intuitive

Correct Answer: B

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## QUESTION 3

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

[https://community.cisco.com/legacyfs/online/ccde\\_9781587144615\\_chapter1.pdf](https://community.cisco.com/legacyfs/online/ccde_9781587144615_chapter1.pdf)

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## QUESTION 4

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

Correct Answer: B

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

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## QUESTION 5

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

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

Correct Answer: A

<https://blog.webex.com/2018/12/cisco-webex-teams-collaboration-platform-cloudlock-making-teamcollaboration-secure-both-within-your-enterprise-and-outside/>

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