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# **Q&A**

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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](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>