

Demo Questions

Cisco 700-150 Exam

Introduction to Cisco Sales

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Question #1 Topic 1

With Cisco ONE, what happens when a customer refreshes hardware?

- A. The customer must purchase entirely new software licenses.
- B. The customer can refresh or go to the next tier of hardware and port or upgrade software at no additional charge.
- C. The customer can refresh hardware in the same tier and port software at no charge but must purchase new licenses for the next tier of hardware.
- D. The customer can refresh hardware in the same tier and port software at no charge, or go to the next tier hardware and just pay the difference for their software.

Correct Answer: B

Question #2 Topic 1

What approach does Cisco take to provide pervasive and comprehensive security for our customers?

- A. Digital Forensic Model
- B. Cisco ONE Security Model

- C. Threat-Centric Security Model
- D. Insight-Led Security Analytics.

Correct Answer: C

Question #3Topic 1

Which of the following are included on the Offering Pattern Reference Model?

- A. pricing schedules, service agreements, routes to market, and opportunity paradigms
- B. offerings, pricing schedules, service agreements, and routes to market
- C. offerings, routes to market, pricing schedules, and service agreements
- D. offerings, markets, pricing methods, location, and routes to market

Correct Answer: B

Question #4Topic 1

Which Cisco cloud-managed solution allows customers to unify management in a secure, browser-based dashboard?

- A. Cisco Intersight
- B. Cisco Meraki
- C. Cisco UCS
- D. Cisco Hyperflex

Correct Answer: B

Question #5Topic 1

Which Cisco mobile end point application provides instant messaging, voice and video calls, voice messaging, desktop sharing, conferencing, and presence?

- A. Cisco Jabber
- B. Cisco TelePresence MX

- C. Cisco Webex Teams
- D. Cisco Expressway

Correct Answer: A