DUMPSQARENA

Introduction to Cisco Sales

Cisco 700-150

Version Demo

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Which program requires partners to offer at least two cloud or managed services based on Cisco technology?

- A. Cisco Solution Partner Program
- B. Cisco CMSP Advanced
- C. Cisco Specializations
- D. Cisco CMSP Express

ANSWER: B

QUESTION NO: 2

Which group represents the Cisco partnership levels?

- A. Affiliate, Associate, Preferred, Select, Global
- B. Bronze, Silver, Gold, Select, Multinational
- C. Bronze, Silver, Gold, Platinum, Global
- D. Select, Premier, Gold, Multinational, Global Gold

ANSWER: D

QUESTION NO: 3

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.

ANSWER: B

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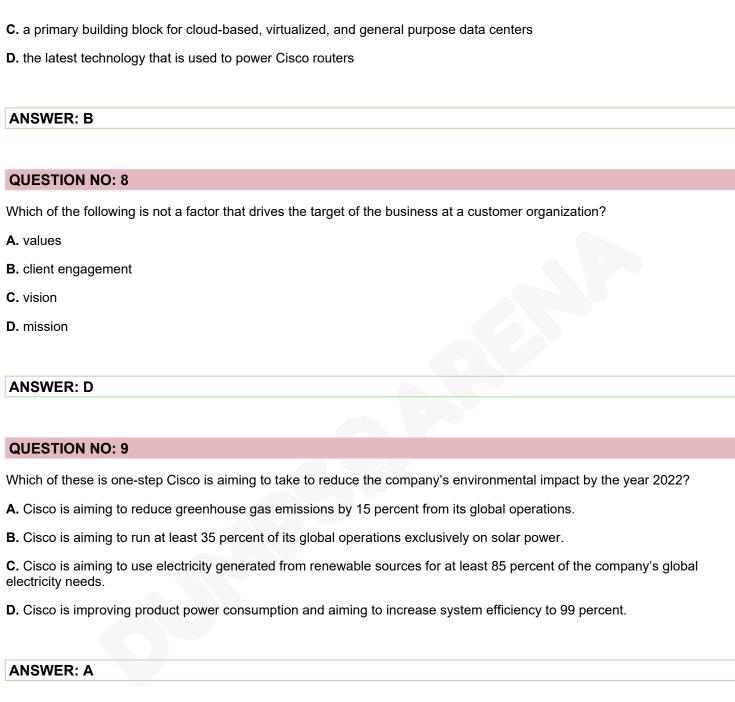
QUESTION NO: 4
Which product was first provided commercially by Cisco?
A. fiber-optic networking
B. multiprotocol routers
C. remote access devices
D. wireless networking
ANSWER: B
QUESTION NO: 5
Which type of business requirements define the required parameter for a solution?
A. transitional requirements
B. technical requirements general business requirements functional requirements
ANSWER: B
QUESTION NO: 6
QUESTION NO: 6 Which collaboration product can count meeting participants and provide analytics for usage and resource planning?
Which collaboration product can count meeting participants and provide analytics for usage and resource planning?
Which collaboration product can count meeting participants and provide analytics for usage and resource planning? A. Cisco TelePresence IX5000 Series
Which collaboration product can count meeting participants and provide analytics for usage and resource planning? A. Cisco TelePresence IX5000 Series B. Cisco Webex Board
Which collaboration product can count meeting participants and provide analytics for usage and resource planning? A. Cisco TelePresence IX5000 Series B. Cisco Webex Board C. Cisco Webex Room Series
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A. the fabric that connects people, technology and business

B. a software-based solution for data centers

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QUESTION NO: 10

What is one way that Cisco provides business value to customers?

- **A.** It increases the value of software by making the software portable across hardware.
- B. It provides better solution suites by focusing exclusively on WAN.
- **C.** It allows each department to manage IT separately by creating multiple portals for license management.



D. It allows IT to consume software only as CAPEX.

ANSWER: A