



CISCO 700-150

Cisco Introduction to Cisco Sales Certification Questions & Answers

Exam Summary – Syllabus – Questions

700-150

[Cisco Sales Expert](#)

55-65 Questions Exam – Variable (750-850 / 1000 Approx.) Cut Score – Duration of 90 minutes

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Know Your 700-150 Certification Well:

The 700-150 is best suitable for candidates who want to gain knowledge in the Cisco Channel Partner and Other. Before you start your 700-150 preparation you may struggle to get all the crucial Introduction to Cisco Sales materials like 700-150 syllabus, sample questions, study guide.

But don't worry the 700-150 PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-

- What is in the 700-150 syllabus?
- How many questions are there in the 700-150 exam?
- Which Practice test would help me to pass the 700-150 exam at the first attempt?

Passing the 700-150 exam makes you Cisco Sales Expert. Having the Introduction to Cisco Sales certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

Cisco 700-150 Introduction to Cisco Sales Certification Details:

Exam Name	Introduction to Cisco Sales
Exam Code	700-150
Exam Price	\$80 USD
Duration	90 minutes
Number of Questions	55-65
Passing Score	Variable (750-850 / 1000 Approx.)
Recommended Training	Introduction to Cisco Sales (ICS)
Exam Registration	PEARSON VUE
Sample Questions	Cisco 700-150 Sample Questions

Practice Exam**[Cisco Sales Expert Practice Test](#)**

700-150 Syllabus:

Section	Weight
Cisco Certification	10%
Selling Collaboration Solutions	16%
Selling Security Solutions	18%
Selling Cisco's Enterprise and Digital Network	22%
Selling Cisco's DC and Cloud Architecture	18%
Cisco's Approach to Selling	16%

Cisco 700-150 Sample Questions:

Question: 1

Which of the following describes the NFV ENCS Virtualized branch?

- a) a cloud-delivered overlay WAN architecture that facilitates digital and cloud transformation for enterprises
- b) a hybrid platform that combines the benefits of a traditional router and a traditional server to offer the same functionality with a smaller infrastructure footprint
- c) a security application that mitigates vulnerabilities to offer branch and consumers protection where they need it most
- d) a network device that mathematically verifies the entire network for correctness

Answer: b

Question: 2

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

- a) 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
- 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 must purchase entirely new software licenses
- 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: d

Question: 3

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

Answer: c**Question: 4**

During which phases of protection would Cisco's Next Generation Firewalls be deployed?

- a) after an attack
- b) during an attack
- c) before an attack
- d) during and after an attack

Answer: c**Question: 5**

In addressing the full attack continuum, what type of capabilities are required before an attack?

- a) Preventive and Response
- b) Preventive and Detective
- c) Predictive and Response
- d) Preventive and Predictive

Answer: d**Question: 6**

What key aspect of digitization allows the deployment of new services without lengthy and costly investments in server or networking infrastructure"?

- a) cloud computing
- b) data science
- c) streaming services
- d) Enterprise network architecture

Answer: a

Question: 7

Which of these is one-step Cisco is aiming to take to reduce the company's environmental impact by the year 2022?

- a) Cisco is aiming to run at least 35 percent of its global operations exclusively on solar power.
- b) Cisco is aiming to use electricity generated from renewable sources for at least 85 percent of the company's global electricity needs
- c) Cisco is improving product power consumption and aiming to increase system efficiency to 99 percent
- d) Cisco is aiming to reduce greenhouse gas emissions by 15 percent from its global operations

Answer: b

Question: 8

A business capability consists of which of the following to enable the long-term strategy of the business?

- a) Security, enablement, experience
- b) Technology, expertise, process
- c) People, tools, experience
- d) People, process and technology

Answer: b

Question: 9

How is creating and capturing business value achieved by Cisco?

- a) determining the business priorities, business capabilities, and business solutions that enable the customer-defined outcomes
- b) strategizing with the sales team on how to empower their sales personnel in attaining business goals
- c) delving into the main issues faced by customers and getting feedback from previous work done
- d) measuring the efforts of every team in delivering on their promises

Answer: a

Question: 10

How does Cisco's web security appliance protect the organization?

- a) file reputation during an attack
- b) daily scanning of web traffic for anomalies
- c) parallel AV scanning
- d) automated monitoring and analysis across the network

Answer: d

Study Guide to Crack Cisco Introduction to Cisco Sales 700-150 Exam:

- Getting details of the 700-150 syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the 700-150 exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the Cisco provided training for 700-150 exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the 700-150 sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on 700-150 practice tests is must. Continuous practice will make you an expert in all syllabus areas.

Reliable Online Practice Test for 700-150 Certification

Make NWExam.com your best friend during your Introduction to Cisco Sales exam preparation. We provide authentic practice tests for the 700-150 exam. Experts design these online practice tests, so we can offer you an exclusive experience of taking the actual 700-150 exam. We guarantee you 100% success in your first exam attempt if you continue practicing regularly. Don't bother if you don't get 100% marks in initial practice exam attempts. Just utilize the result section to know your strengths and weaknesses and prepare according to that until you get 100% with our practice tests. Our evaluation makes you confident, and you can score high in the 700-150 exam.

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