CISCO 700-150

Cisco Introduction to Cisco Sales Certification Questions & Answers

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700-150

Cisco Sales Expert

55-65 Questions Exam – Variable (750-850 / 1000

Approx.) Cut Score – Duration of 90 minutes

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Discover More about the 700-150 Certification

Are you interested in passing the Cisco 700-150 exam? First discover, who benefits from the 700-150 certification. The 700-150 is suitable for a candidate if he wants to learn about Channel Partner and Other. Passing the 700-150 exam earns you the Cisco Sales Expert title.

While preparing for the 700-150 exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The 700-150 PDF contains some of the most valuable preparation tips and the details and instant access to useful **700-150 study materials just at one click.**

Cisco 700-150 Introduction to Cisco Sales Certification Details:

Exam Name	Introduction to Cisco Sales
Exam Number	700-150 ICS
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%

Broaden Your Knowledge with 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

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: 3

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: 4

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

Question: 5

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: 6

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: 7

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: 8

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 mam issues faced by customers and gelling feedback from previous work done
d) measuring the efforts of every team in delivering on their promises

Answer: a

Question: 9

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: 10

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 lis global operations

Answer: b

Avail the Study Guide to Pass Cisco 700-150 Introduction to Cisco Sales Exam:

- Find out about the 700-150 syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.
- Once you are done exploring the **700-150 syllabus**, it is time to plan for studying and covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.
- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.

- The candidate should not miss out on the scope to learn from the 700-150 training. Joining the Cisco provided training for 700-150 exam helps a candidate to strengthen his practical knowledge base from the certification.

- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the **700-150 sample questions** and boost your knowledge

- Make yourself a pro through online practicing the syllabus topics. 700-150 practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

Career Benefits:

Passing the 700-150 exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

Here Is the Trusted Practice Test for the 700-150 Certification

NWExam.com is here with all the necessary details regarding the 700-150 exam. We provide authentic practice tests for the 700-150 exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on NWExam.com for rigorous, unlimited two-month attempts on the **700-150 practice tests**, and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the Cisco Sales Expert.

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