



Actual exam question from Cisco's 700-150

Question #: 1

Topic #: 1

[\[All 700-150 Questions\]](#)

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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.

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 2

Topic #: 1

[\[All 700-150 Questions\]](#)

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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.

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 3

Topic #: 1

[\[All 700-150 Questions\]](#)

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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

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 4

Topic #: 1

[\[All 700-150 Questions\]](#)

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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

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 5

Topic #: 1

[\[All 700-150 Questions\]](#)

---

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

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Actual exam question from Cisco's 700-150

Question #: 6

Topic #: 1

[\[All 700-150 Questions\]](#)

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What is Cisco Unified Fabric?

- A. the fabric that connects people, technology and business
- B. a software-based solution for data centers
- C. a primary building block for cloud-based, virtualized, and general purpose data centers
- D. the latest technology that is used to power Cisco routers

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 7

Topic #: 1

[\[All 700-150 Questions\]](#)

---

What are the top three protecting capabilities of Cisco Data Center?

- A. detect, authenticate, and replicate
- B. enforce, segment, and access
- C. detect, replicate, and access
- D. segment, enforce, and detect

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 8

Topic #: 1

[\[All 700-150 Questions\]](#)

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What are the four BOST Enterprise Architecture Framework views?

- A. Business, Operations, Security, and Technology
- B. Business, Operations, Security, and Tactics
- C. Business, Operations, Systems, and Technology
- D. Business, Operations, Sales, and Talent

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 9

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which phrase describes the NFV ENCS Virtualized branch?

- A. a security application that mitigates vulnerabilities to offer branch and consumers protection where they need it most
- B. a network device that mathematically verifies the entire network for correctness
- C. 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
- D. a cloud-delivered overlay WAN architecture that facilitates digital and cloud transformation for enterprises

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Actual exam question from Cisco's 700-150

Question #: 10

Topic #: 1

[\[All 700-150 Questions\]](#)

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What is Cisco's approach to business outcome sales?

- A. Cisco's approach focuses on differentiating itself as a market leader in security solutions from a profits centric perspective.
- B. Cisco's approach focuses on developing a business-focused view of the customer enterprise looking at needs and business outcomes from a customer-centric perspective.
- C. Cisco's approach focuses on increasing revenue and reducing costs from a customer-centric perspective.
- D. Cisco's approach focuses on enabling its sales team with the necessary tools and products to increase its market share.

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 11

Topic #: 1

[\[All 700-150 Questions\]](#)

---

What types of collaboration endpoints are offered by Cisco?

- A. phone, desktop, room, mobile, and virtual
- B. desktop, room, and virtual
- C. phone, mobile, and virtual
- D. phone, desktop, room, and mobile

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 12

Topic #: 1

[\[All 700-150 Questions\]](#)

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

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Actual exam question from Cisco's 700-150

Question #: 13

Topic #: 1

[\[All 700-150 Questions\]](#)

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What three key engines power Cisco DNA Center?

- A. Identity Service Engine, Network Control Platform, and Network Data Platform
- B. Identity Encryption Engine, Network Automation Platform, Network Data Platform
- C. Network Control Platform, Network Automation Platform, Network Encryption Platform
- D. Identity Service Engine, Network Automation Platform, Encrypted Traffic Analytics

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Actual exam question from Cisco's 700-150

Question #: 14

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which of the following could be considered a business outcome?

- A. implement a direct-to-customer experience by the end of FY 2021
- B. respect employees, customers, and suppliers
- C. to nourish people and the planet
- D. customer experience/innovation/fulfillment

[Show Suggested Answer](#)





Actual exam question from Cisco's 700-150

Question #: 15

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which of the following is not a factor that drives the target of the business at a customer organization?

- A. values
- B. client engagement
- C. vision
- D. mission

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 16

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which is the management component in Cisco's intent based networking solution?

- A. UCS Director
- B. DNA Center
- C. UCS Central
- D. CloudCenter

Show Suggested Answer







Actual exam question from Cisco's 700-150

Question #: 17

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which hybrid and public cloud solution services help customers design, plan, accelerate, and de-risk multi-cloud migration?

- A. Cloud Connect
- B. Cloud Consume
- C. Cloud Protect
- D. Cloud Advisory

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 18

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which of the following could be defined as a long-term plan that enables the business to work toward achieving its vision by considering business operations, value proposition, customers, and finance?

- A. Mission
- B. Objectives
- C. Strategy
- D. Goals

[Show Suggested Answer](#)





Actual exam question from Cisco's 700-150

Question #: 19

Topic #: 1

[\[All 700-150 Questions\]](#)

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Which of the Cisco's channel routes to market uses automated campaigns driven by customer data to optimize seller efficiency and productivity?

- A. Field Sales
- B. Digital Touch
- C. Virtual Sales
- D. Partners

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 20

Topic #: 1

[\[All 700-150 Questions\]](#)

---

What is the negative impact of digitization on businesses?

- A. Putting demands on the network
- B. Increasing the security of data
- C. Moving applications away from the web
- D. Making all experiences seem new

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 21

Topic #: 1

[\[All 700-150 Questions\]](#)

---

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

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 22

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which phrase describes the benefits of the Cisco UCS product range?

- A. increased productivity, reduced total cost of ownership, and scalability to the data center
- B. cloud-based security allowing customers to set up and configure an entire virtual data center in minutes
- C. cloud based security solution allowing customers to be protected on any device at any location
- D. communication on an all-in-one platform designed to fit the way customers work

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 23

Topic #: 1

[\[All 700-150 Questions\]](#)

---

How is creating and capturing business value achieved by Cisco?

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

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 24

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which of the following are included in Cisco's Collaboration Portfolio?

- A. Unified Communications, Unified Management, Customer Care, and Conferencing
- B. Unified Management, Unified Communications, Conferencing, and Collaboration Endpoints
- C. Unified Management, Customer Care, Conferencing, and Collaboration Endpoints
- D. Unified Communications, Customer Care, Conferencing, and Collaboration Endpoints

Show Suggested Answer







Actual exam question from Cisco's 700-150

Question #: 25

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which Cisco network administration product enables the creation and enforcement of security and access policies for a company's connected endpoint devices?

- A. Cisco Stealthwatch Enterprise
- B. Cisco TrustSec
- C. Cisco Platform Exchange Grid
- D. Cisco Identity Services Engine

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 26

Topic #: 1

[\[All 700-150 Questions\]](#)

---

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

- A. Preventive and Response
- B. Predictive and Response
- C. Preventive and Detective
- D. Preventive and Predictive

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 27

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which services make up the Cisco Unified Wireless Network's Mobility Services Framework?

- A. Guest Access, Security, Data, and Location
- B. Guest Access, Security, Location, and Voice
- C. Guest Access, Security, Data, and Voice
- D. Guest Access, Data, Location, and Voice

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 28

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which of the following describes the benefits of Cisco Intelligent Automation for Cloud software?

- A. It includes Wireless LAN, Security/SD-WAN, Switching, Mobility Management, and Insight.
- B. It builds a robust security architecture while significantly reducing WAN costs and time to deploy new services.
- C. It automates sophisticated data center and standard business processes from a single, self-service portal.
- D. It defines the deployment and management requirements of an entire application stack.

[Show Suggested Answer](#)





Actual exam question from Cisco's 700-150

Question #: 29

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which phrase best describes Cisco's software strategy?

- A. implement a build-and-fix software development model
- B. identify and communicate risks
- C. promote collaboration among in teams and organizational levels
- D. use software and software-defined solutions to help customers realize more value from their IT investments across their organizations

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 30

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which phrase of Cisco's Sales Cycle involves the presentation of the business case to relevant stakeholders?

- A. Research and Analyze
- B. Customer Commitment
- C. Design and Distribute
- D. Analyze and Design

[Show Suggested Answer](#)





Actual exam question from Cisco's 700-150

Question #: 31

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which of the following is not a feature of Cisco ONE software?

- A. Access to innovation, upgrades and new capabilities
- B. License portability and flexibility
- C. Simple set of solutions in networks and cloud
- D. Software license tied to hardware

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 32

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which of the following provides 360-degree contextual insights across users, devices, and applications using intent-based networking?

- A. Cisco Hosted Collaboration Solution
- B. Cisco DNA
- C. Cisco Meraki
- D. Cisco Unified Computing System

Show Suggested Answer







Actual exam question from Cisco's 700-150

Question #: 33

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which of the following are features of the Cisco Firepower NGFW?

- A. cloud based
- B. unified management
- C. threat focused
- D. fully integrated

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 34

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which Cisco technology uses software-defined segmentation to simplify the provisioning of network access, accelerate security operations, and consistently enforce policy on the network?

- A. Cisco TrustSec
- B. Cisco Stealthwatch Engine
- C. Cisco Platform Exchange Grid
- D. Cisco Talos

[Show Suggested Answer](#)





Actual exam question from Cisco's 700-150

Question #: 35

Topic #: 1

[\[All 700-150 Questions\]](#)

---

How is a business outcome defined?

- A. a strategy that sets out sales targets and tactics for the business
- B. a plan that positions a company's brand of product to gain a competitive advantage
- C. a process of estimating future sales
- D. a measureable result of an activity or process within the business

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 36

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which component in DNA Center achieves automation?

- A. Tetration
- B. Network Data Platform
- C. Identity Services Engine
- D. Network Control Platform

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 37

Topic #: 1

[\[All 700-150 Questions\]](#)

---

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

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 38

Topic #: 1

[\[All 700-150 Questions\]](#)

---

Which is a key benefit of Cisco UCS?

- A. unified network fabric
- B. hardware-centric design
- C. distributed infrastructure management
- D. integrated third-party applications

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 39

Topic #: 1

[\[All 700-150 Questions\]](#)

---

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

- A. during an attack
- B. during and after an attack
- C. before an attack
- D. after an attack

Show Suggested Answer





Actual exam question from Cisco's 700-150

Question #: 40

Topic #: 1

[\[All 700-150 Questions\]](#)

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What is one benefit of the Cisco SD-WAN solution?

- A. providing guest networks for customers, system integrators, and vendors
- B. supporting agile software development and deployment processes through a single point of management
- C. establishing transport -independent WAN for lower cost and higher diversity
- D. continuous monitoring of the entire network environment in order to detect an abnormal wireless activity

Show Suggested Answer

