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Introduction to Cisco Sales exam

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QUESTION 1

Cisco TrustSec technology uses software-defined segmentation to simplify the provisioning of network access, accelerate security operations, and consistently enforce policy anywhere in the network. Which of the following is not a feature and benefit?

A. Apply policies across the network

B. Increased risks

C. Lower operational expenses

D. Streamline compliance

Correct Answer: B

https://www.cisco.com/c/en/us/solutions/collateral/enterprise-networks/trustsec/solution-overview-c22737173.html

QUESTION 2

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

Correct Answer: A

QUESTION 3

The Cisco enterprise routing portfolio delivers an uncompromised experience across which 4 areas?

A. Cloud, Branch, WAN and Firewalls

B. Cloud, LAN, WAN and Data Centre

C. Branch, Cloud, Data Centre and WAN

D. Data Centre, Cloud, Branch and LAN

Correct Answer: C

QUESTION 4

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

A. Design and Distribute

B. Customer Commitment

C. Analyze and Design

D. Research and Analyze

Correct Answer: D

QUESTION 5

Which of the following describes the benefits of Cisco intelligent automation for cloud software?

A. It defines the deployment and management requirements of an entire application stack.

B. It automates sophisticated data center and standard business processes from a single, self-service portal.

C. It builds a robust security architecture while significantly reducing WAN costs and time to deploy new services.

D. It includes Wireless LAN, Security/SD-WAN, Switching, Mobility Management, and Insight.

Correct Answer: B

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