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Introduction to Cisco Sales exam

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QUESTION 1

What is Cisco\\'s approach to business outcome sales?

A. Cisco\\'s approach focuses on increasing revenue and reducing costs from a customer 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 differentiating itself as a market leader in security solutions from a profits centric perspective

D. Cisco\\'s approach focuses on enabling its sales team with the necessary tools and products to increase its market share

Correct Answer: B

QUESTION 2

Cisco Fog Data Services are software services that deliver edge analytics, control, and security for data in the fog. Which of the following is not a feature or benefit?

A. Network compliance

B. Analytics at the network edge

C. Application control of IoT sensors

D. Security and privacy

Correct Answer: A

QUESTION 3

Which networks benefit from the consistent enforcement policies enabled by Cisco\\'s approach to security?

A. physical, virtual, remote, and cloud networks

B. physical networks only

C. physical and cloud networks only

D. physical, virtual, and cloud networks only

Correct Answer: A

QUESTION 4

Cisco\\'s software defined access allows customers to get network speed, security and peace of mind. Which of them is

not one of the capabilities?

A. Secure from evolving threats

B. Limits the network access

C. Prepare for IoT growth

D. Adapt to mobile demands

Correct Answer: D

QUESTION 5

What is the negative impact of digitization on businesses?

A. Moving applications away from the web

B. Putting demands on the network

C. Making old experiences seem new

D. Increasing the security of data

Correct Answer: B

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