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QUESTION 1

Which is a feature of the Cisco DX Series?

- A. accessible from any browser
- B. dual screen options
- C. intuitive touchscreen
- D. real-time private and group chat

Correct Answer: C

<https://www.cisco.com/c/en/us/products/collaboration-endpoints/desktop-collaboration-experience-dx600series/index.html#~:stickynav=1>

QUESTION 2

What is one way that Cisco ONE provides business value to customers?

- A. It allows each department to manage IT separately by creating multiple portals for license management.
- B. It allows IT to consume software only as CAPEX
- C. It provides better solution suites by focusing exclusively on WAN.
- D. It increases the value of software by making the software portable across hardware.

Correct Answer: D

QUESTION 3

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

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

Correct Answer: A

QUESTION 4

Which product was first provided commercially by Cisco?



- A. remote access devices
- B. wireless networking
- C. multiprotocol routers
- D. fiber-optic networking

Correct Answer: C

https://timelines.issarice.com/wiki/Timeline_of_Cisco_Systems

QUESTION 5

Which term describes the capability to correlate security information and apply intelligence in order to understand context?

- A. sophistication
- B. breadth
- C. integration
- D. depth

Correct Answer: C

QUESTION 6

Which of the following are included on the Offering Pattern Reference Model?

- A. offerings, routes to market, pricing schedules, and service agreements
- B. pricing schedules, service agreements, routes to market, and opportunity paradigms
- C. offerings, markets, pricing methods, location, and routes to market
- D. offerings, pricing schedules, service agreements, and routes to market

Correct Answer: A

QUESTION 7

Which is a unique capability of Meraki MX?

- A. API-based management
- B. Java-API console management
- C. single pane of glass management for full stack branch infrastructure



D. camer grade security for data centers

Correct Answer: C

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

Correct Answer: D

QUESTION 9

Cisco aims to reduce their environmental impact as part of their green vision. Which of the following is not one of the ways?

- A. Implemented over 100 energy efficiency and renewable energy projects in FY16
- B. Improving product power consumption from plug to port
- C. Used electricity generated from renewable sources for 77% of electricity demand in FY16
- D. Reduce greenhouse gas emissions by 80% by FY17

Correct Answer: D

QUESTION 10

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

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

Correct Answer: A

QUESTION 11



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 12

As a Cisco partner, you will get the support to differentiate your business and grow based on the unique value you offer. Which group shows the type of discounts available?

- A. Value Incentive Program, Teaming Incentive Program, Opportunity Incentive Program
- B. Migration Incentive Program, Opportunity Incentive Program, Teaming Incentive Program
- C. Partner Plus Program, Migration Incentive Program and Teaming Incentive Program
- D. Migration Incentive Program, Partner Plus Program and Teaming Incentive Program

Correct Answer: B

QUESTION 13

Cisco Identity Services Engine (ISE) is a network administration product that enables the creation and enforcement of security and access policies for endpoint devices connected to a company's routers and switches. Which of the following is not a benefit?

- A. Control all access from one place
- B. Destroy malware
- C. See and share rich user and device details
- D. Stop and contain threats

Correct Answer: B

https://www.cisco.com/c/en_hk/products/security/identity-services-engine/index.html

QUESTION 14

Which of the following is a key feature of Cisco Data Center?

- A. software-defined segmentation



- B. quick mitigation of threats that breach defences
- C. hyperconvergence for databases
- D. seamless multicloud mobility

Correct Answer: D

QUESTION 15

Which of the following are the top three protecting capabilities of Cisco Data Center?

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

Correct Answer: A

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