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NEW QUESTION: 1

What tool helps the Cisco Business Architect to gain and leverage their knowledge of the customer's business?

- A. Collaborative Business Model
- B. Solution Architecture Design Map
- C. Business Model Canvas
- D. Customer Requirement Map

Answer: C (LEAVE A REPLY)

<https://www.expressspecialization.com/DTBAA+Adopting+The+Cisco+Business+Architecture+Approach>

NEW QUESTION: 2

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

Answer: B (LEAVE A REPLY)

CMSP partners will fall into three different tiers -- master, advanced and express. Express partners need to offer two Cisco Powered services. Advanced partners need to offer one Cisco Powered service that is either managed or cloud service designated, and provide basic management capabilities that support Cisco technologies. Master partners need to offer at least two Cisco Powered services that are either managed or cloud service designated and provide enhanced management capabilities to customers.

NEW QUESTION: 3

Which product was first provided commercially by Cisco?

- A. Multiprotocol routers
- B. Fiber-optic networking
- C. Remote access devices
- D. Wireless networking

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 4

Which three customer needs are addressed by Cisco solutions? (Choose three.)

- A. improving productivity
- B. reducing day one costs
- C. reducing TCO
- D. obtaining a wide variety of point products
- E. focusing on current needs
- F. gaining competitive advantage

Answer: A,C,F ([LEAVE A REPLY](#))

NEW QUESTION: 5

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

- A. Client engagement
- B. Values
- C. Mission
- D. Vision

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 6

Which statement about Cisco Unified Fabric is true?

- A. Cisco Unified Fabric enables industry-leading, multidimensional scalability.
- B. Organizations must be in the cloud in order to benefit from Cisco Unified Fabric.
- C. Organizations can trust in the innovative focus of Cisco Unified Fabric, allowing IT teams to focus on maintaining technology.
- D. Cisco Unified Fabric can only be used in LAN environments.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 7

Cisco converged infrastructure simplifies and speeds up infrastructure deployment with integrated and hyperconverged systems. Which of the following is not one of the solutions?

- A. FlashStack
- B. Hyperflex systems
- C. VirtualStack
- D. FlexPod

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 8

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. Enterprise network architecture
- D. Streaming services

Answer: C (LEAVE A REPLY)

NEW QUESTION: 9

Which of the following could be considered a business outcome?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 10

Which statement about Cisco Unified Fabric is true?

- A. Organizations must be in the cloud in order to benefit from Cisco Unified Fabric.
- B. Organizations can trust in the innovative focus of Cisco Unified Fabric, allowing IT teams to focus on maintaining technology.
- C. Cisco Unified Fabric enables industry-leading, multidimensional scalability.
- D. Cisco Unified Fabric can only be used in LAN environments.

Answer: (SHOW ANSWER)

The Cisco Nexus Family of Data Center switches, part of Cisco's Unified Fabric, provides you with industry leading products and innovations that enable you to transform your data center through key capabilities that create a simpler, smarter, more scalable and resilient network.

https://www.cisco.com/c/dam/en/us/solutions/collateral/data-center-virtualization/unified-fabric/cisco_nexus_series_solution_brief.pdf

NEW QUESTION: 11

Cisco Catalyst 9000 is built for SD access. Which of the following are the features?

- A. Future-proofed, industry's unmatched and first in enterprise
- B. Fixed access, future-proofed and mobility
- C. Convergence, fixed core and first in enterprise
- D. Fixed access, industry's unmatched and first in enterprise

Answer: (SHOW ANSWER)

NEW QUESTION: 12

In terms of infrastructure, the DNA centre is powered by 3 key engines. Which is the correct group?

- A. Context, Automation, Networking
- B. Policy, Context, Analytics
- C. Policy, Automation, Analytics
- D. Encryption, Context, Analytics

Answer: C (LEAVE A REPLY)

<https://www.cisco.com/c/en/us/products/collateral/cloud-systems-management/dna-center/nb-09-dna-center-data-sheet-cte-en.html>

NEW QUESTION: 13

Which feature of WebEx Teams allows customers to collaborate on sketches?

- A. Integrations
- B. Bots
- C. Whiteboarding
- D. Messaging

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 14

What is the Cisco TelePresence IX5200?

- A. an advanced all-in-one desktop collaboration solution featuring high-definition video
- B. an intelligent dual-camera speaker tracking solution with two LED screens
- C. a state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people
- D. a flexible videoconferencing solution designed for small huddle spaces

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 15

The Cisco Stealthwatch Enterprise is about scalable visibility and security analytics across your business.

Which is not a feature?

- A. Simplify network segmentation
- B. Claim immunity to cloud outages
- C. Speed up incident response and forensics
- D. Extend your network visibility

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 16

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

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

Answer: **A** ([LEAVE A REPLY](#))

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NEW QUESTION: 17

How do you define a business outcome?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 18

What three key engines power Cisco DNA Center?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 19

With Cisco ONE, what happens when a customer refreshes hardware?

- A. The customer can refresh or go to the next tier of hardware and port or upgrade software at no additional charge.
- B. 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.
- 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 of hardware and just pay the difference for their software.

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 20

There are four types of business requirements.

Which one of the four types of business requirements defines the parameters to which a solution must adhere?

- A. general business requirements
- B. transitional requirements
- C. technical requirements
- D. functional requirements

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 21

A business requirement is something that is needed by business stakeholders. Business achievements should achieve the following except for?

- A. Reflected in a business requirements document
- B. Provides the overall direction of the business
- C. Provide value to the business
- D. Describe what the business needs

Answer: **A** ([LEAVE A REPLY](#))

Explanation

https://community.cisco.com/legacyfs/online/ccde_9781587144615_chapter1.pdf

NEW QUESTION: 22

In the Cisco DNA 8 framework, which is not a component of the enterprise controller?

- A. Automation
- B. Analytics
- C. Avoidance
- D. Assurance

Answer: C (LEAVE A REPLY)

<https://www.cisco.com/c/dam/en/us/solutions/collateral/enterprise-networks/solution-overview-c22-738468.pdf>

NEW QUESTION: 23

Which of the following are included in Cisco's portfolio of converged infrastructure solutions?

- A. FlashStack.VersaStack.HyperFlex.andVxBlock
- B. VersaStack.VxBlock.FlexStack.andFlexPod
- C. HyperFlex.Talos.VxBlock.andVersaStack
- D. HyperFlex.FlexPod.FlexStack.andVxBlock

Answer: A (LEAVE A REPLY)

NEW QUESTION: 24

Cisco Catalyst 9000 is built for SD access. Which of the following are the features?

- A. Fixed access, future-proofed and mobility
- B. Convergence, fixed core and first in enterprise
- C. Future-proofed, industry's unmatched and first in enterprise
- D. Fixed access, industry's unmatched and first in enterprise

Answer: (SHOW ANSWER)

https://www.netteam.dk/wp-content/uploads/2018/03/Netteam_C9K_DNA_Seminar.pdf

NEW QUESTION: 25

Which Cisco endpoint is ideal for occasional-use, specialty settings such as cafeterias?

- A. Cisco DX80
- B. Cisco IP Phone 7800 Series
- C. Cisco Unified IP Phone 6900 Series
- D. Cisco Unified SIP Phone 3900 Series

Answer: D (LEAVE A REPLY)

https://www.cisco.com/c/dam/en/us/products/collateral/collaboration-endpoints/unified-ip-phone-7940g/prod_brochure0900aecd800f6d4a.pdf

NEW QUESTION: 26

What are the four BOST Enterprise Architecture Framework views?

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

D. Business, Operations, Sales, and Talent

Answer: C (LEAVE A REPLY)

https://www.cisco.com/c/en/us/solutions/collateral/enterprise/cisco-on-cisco/Cisco_IT_Trends_in_IT_Article_Ent_Architecture_IT_Service_Management.html

NEW QUESTION: 27

What three key engines power Cisco DNA Center?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 28

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

Answer: B (LEAVE A REPLY)

https://www.cisco.com/c/en_in/solutions/enterprise-networks/trustsec/index.html

NEW QUESTION: 29

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

Answer: (SHOW ANSWER)

<https://www.cisco.com/c/dam/en/us/products/collateral/routers/4000-series-integrated-services-routers-isr/enterp>

NEW QUESTION: 30

Cisco DNA Analytics and Assurance allow users to automate network performance management in all of the following ways. Which is not true?

- A. Simplify management
- B. Gain network visibility
- C. Save time, solve problems
- D. Turn insights into

Answer: D (LEAVE A REPLY)

Simplify Management, Save Time, Lower Costs, Visibility, Use Insights to optimize performance and deliver best user experience.

<https://www.presidio.com/resources/files/1317/at-a-glance-c45-739010.pdf>

NEW QUESTION: 31

The Cisco Stealthwatch Enterprise is about scalable visibility and security analytics across your business. Which is not a feature?

- A. Speed up incident response and forensics
- B. Simplify network segmentation
- C. Extend your network visibility
- D. Claim immunity to cloud outages

Answer: D (LEAVE A REPLY)

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NEW QUESTION: 32

What types of collaboration endpoints are offered by Cisco?

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 33

Which two solutions does Cisco offer for after an attack?

- A. email and web security solutions
- B. advanced malware protection and network behaviour analysis
- C. firewalls and next generation firewalls
- D. networks access control and identity services

Answer: B (LEAVE A REPLY)

NEW QUESTION: 34

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. carrier grade security for data centers

Answer: (SHOW ANSWER)

<https://redpontem.com/cisco-sd-wan-0>

NEW QUESTION: 35

Which Cisco collaboration product line will reduce TCO.

Improve the user experience and productivity, and increase business relevance?

- A. IP communications
- B. customer care
- C. telepresence
- D. messaging
- E. conferencing

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 36

What is Cisco's approach to business outcome sales?

- A. It focuses on enabling their sales team with the necessary tools and products to increase their market share.
- B. It focuses on increasing revenue and reducing costs from a customer-centric perspective.
- C. It focuses on developing a business-focused view of the customer enterprise and places their needs and business outcomes from a customer-centric perspective.
- D. It focuses on differentiating themselves as a market leader in security solutions from a profits centric perspective.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 37

What are the four BOST Enterprise Architecture Framework views?

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 38

Which of the following could be considered a business outcome?

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

Answer: (SHOW ANSWER)

NEW QUESTION: 39

A business capability consists of which of the following to enable the long-term strategy of the business?

- A. People, process and technology
- B. People, tools, experience
- C. Security, enablement, experience
- D. Technology, expertise, process

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 40

how long is the average time to detection of a security threat for Cisco customer?

- A. 100 days
- B. 28 days
- C. 17 days
- D. 3 days

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 41

What key aspect of digitization allows the deployment of new services without lengthy and costly investments in server or networking infrastructure"?

- A. streaming services
- B. Enterprise network architecture
- C. cloud computing
- D. data science

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 42

What is the Cisco Telepresence 1X5200?

- A. a state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people
- B. an intelligent dual-camera speaker tracking solution with two LED screens
- C. a flexible videoconferencing solution designed for small huddle spaces
- D. an advanced all-in-one desktop collaboration solution featuring high-definition video

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 43

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 Webex Teams
- C. Cisco TetePresence MX
- D. Cisco Expressway

Answer: A ([LEAVE A REPLY](#))

https://www.cisco.com/c/en/us/products/collateral/unified-communications/cius/data_sheet_c78-658146.html

NEW QUESTION: 44

A variety of factors drive the target state of the business.

Which of the following is not a factor?

- A. Values
- B. Client engagement

C. Mission

D. Vision

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 45

What is the negative impact of digitization on businesses?

A. Moving applications away from the web

B. Putting demands on the network

C. Increasing the security of data

D. Making old experiences seem new

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 46

Which collaboration product can count meeting participants and provide analytics for usage and resource planning?

A. Cisco MX Series

B. Cisco Webex Board

C. Cisco Webex Room Series

D. Cisco TetePresence 1X5000 Series

Answer: C ([LEAVE A REPLY](#))

<https://www.cisco.com/c/en/us/products/collaboration-endpoints/webex-room-series/index.html>

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NEW QUESTION: 47

In covering the full attack continuum, which are the proposed solutions after an attack?

A. Networks access control and identity services

B. Firewalls and next generation firewalls

C. Advanced malware protection and network behavior analysis

D. E-mail and web security solutions

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 48

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

Answer: B ([LEAVE A REPLY](#))

https://www.cisco.com/c/en_sg/solutions/enterprise-networks/software-defined-access/index.html#~stickynav=1

NEW QUESTION: 49

Which program requires partners to offer at least two cloud or managed services based on Cisco technology?

- A. Cisco CMSP Advanced
- B. Cisco Specializations
- C. Cisco Solution Partner Program
- D. Cisco CMSP Express

Answer: ([SHOW ANSWER](#))

CMSP Express - 1 Managed Service

CMSP Adv - 1 Managed Service

CMSP Expert - 2 Services

NEW QUESTION: 50

What is the negative impact of digitization on businesses?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 51

Which device is used in wireless networks to send transmissions to a target area?

- A. Omni-directional antenna
- B. Optical fiber
- C. Access point
- D. Directional antenna

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 52

A business capability consists of which of the following to enable the long-term strategy of the business?

- A. Technology, expertise, process
- B. People, process and technology
- C. People, tools, experience
- D. Security, enablement, experience

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 53

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 54

Which statement about Cisco Unified Fabric is true?

- A. Organizations must be in the cloud in order to benefit from Cisco Unified Fabric
- B. Cisco Unified Fabric can only be used in LAN environments
- C. Organization can trust in the innovative focus of Cisco Unified Fabric, allowing IT teams to focus on maintaining technology
- D. Cisco Unified Fabric enables industry-leading, multidimensional scalability

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 55

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

Answer: C ([LEAVE A REPLY](#))

<https://www.cisco.com/c/en/us/products/collaboration-endpoints/desktop-collaboration-experience-dx600-series/index.html#~stickynav=1>

NEW QUESTION: 56

What is the Cisco Telepresence 1X5200?

- A. an intelligent dual-camera speaker tracking solution with two LED screens
- B. a flexible videoconferencing solution designed for small huddle spaces
- C. an advanced all-in-one desktop collaboration solution featuring high-definition video
- D. a state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 57

Cisco has phones and desktop endpoints. Which of the following is an example?

- A. Cisco IP Phone
- B. Cisco Telepresence 1X5000 series
- C. Cisco Webex Board
- D. Cisco Jabber

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 58

Cisco collaboration edge architecture helps improve the end user experience while offering security, ease of deployment and open-standards interoperability. Which of the following is not a gateway product?

- A. Cisco Expressway series
- B. Cisco Unified Border Element
- C. Cisco Unified Communication Manager
- D. Cisco TDM Gateways

Answer: ([SHOW ANSWER](#))

<https://www.cisco.com/c/en/us/products/unified-communications/communications-gateways/index.html#~stickynav=2>

NEW QUESTION: 59

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

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 60

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

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 61

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

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

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 62

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

- A. Fully integrated
- B. Unified management
- C. Cloud based
- D. Threat focused

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 63

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: A ([LEAVE A REPLY](#))

The Cisco 5000 Enterprise Network Compute System is a compute appliance family designed for a virtualized, Software-Defined Branch (SD-Branch) network architecture. The system offers service flexibility, performance, and lower total cost of ownership for the next-generation branch office.

The Cisco SD-WAN Solution is a cloud-delivered overlay WAN architecture that facilitates digital and cloud transformation for enterprises. It significantly reduces WAN costs and time to deploy new services.

NEW QUESTION: 64

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

Answer: B ([LEAVE A REPLY](#))

Explanation

<https://www.cisco.com/c/en/us/solutions/collateral/enterprise-networks/trustsec/solution-overview-c22-737173.h>

NEW QUESTION: 65

Which phrase best describes Unified Communications?

- A. Voice and video collaboration services accessed from a unified endpoint
- B. Integrated voice, video, mobility, and presence services across endpoints, devices, and applications
- C. Mobile endpoint applications that unify voice, video, and presence services to streamline communications and enhance productivity and collaboration
- D. Video conferencing accessible across endpoints, devices, and applications within an organization

Answer: B ([LEAVE A REPLY](#))

Unified communications solutions from Cisco deliver integrated voice, video, mobility, and presence services across endpoints, devices, and applications.

https://www.cisco.com/c/en_hk/products/unified-communications/index.html

NEW QUESTION: 66

Cisco has long been the world's dominant supplier of computer networking products, systems and services. Which of the following is not included in Cisco's current product lines?

- A. LAN
- B. Routers
- C. Application Delivery Controllers
- D. Switches
- E. WAN

Answer: C (LEAVE A REPLY)

https://en.wikipedia.org/wiki/Application_delivery_controller

NEW QUESTION: 67

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

Answer: D (LEAVE A REPLY)

https://www.cisco.com/c/dam/r/en/us/internet-of-everything-ioe/assets/files/gartner_BDA_Whitepaper.pdf

NEW QUESTION: 68

The Cisco Data Center captures the intent of users and applications. Which is not a benefit?

- A. Enhance IT operations
- B. Seamless multicloud mobility
- C. Enhanced application performance
- D. Pervasive security

Answer: A (LEAVE A REPLY)

Explanation

<https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/brands/cisco/intent-based-data-center.pdf>

NEW QUESTION: 69

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 70

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 its global operations.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 71

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

- A. physical, virtual, and cloud networks only
- B. physical networks only
- C. physical, virtual, remote, and cloud networks
- D. physical and cloud networks only

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 72

How long is the average time to detection" of a security threat for Cisco's customers?

- A. 28 days
- B. 3days
- C. 17 hours
- D. 100days

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 73

A business requirement is something that is needed by business stakeholders. Business achievements should achieve the following except for?

- A. Reflected in a business requirements document
- B. Provides the overall direction of the business
- C. Provide value to the business
- D. Describe what the business needs

Answer: A ([LEAVE A REPLY](#))

https://community.cisco.com/legacyfs/online/ccde_9781587144615_chapter1.pdf

NEW QUESTION: 74

Which solution offers complete collaboration for midsize businesses up to 1000 employees?

- A. Cisco BE6k
- B. Cisco Jabber
- C. Cisco BE7k
- D. Cisco UC1k

Answer: ([SHOW ANSWER](#))

Explanation/Reference:

NEW QUESTION: 75

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 provides better solution suites by focusing exclusively on WAN.
- C. It increases the value of software by making the software portable across hardware.
- D. It allows IT to consume software only as CAPEX.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 76

What are three common reasons why customers are saying that they need to evolve their data center? (Choose three)

- A. selecting best-performing vendors for each individual component
- B. existing equipment has reached end of life
- C. demand among users for access to information anytime, anywhere
- D. architectures that is inflexible and inefficient
- E. increasing operational costs of managing data centers
- F. desire to use the same vendor for desktop and server deployments

Answer: C,D,E ([LEAVE A REPLY](#))

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NEW QUESTION: 77

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 Tatos

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 78

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

- A. Integration
- B. Depth
- C. Breadth
- D. Sophistication

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 79

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

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 80

Which of the following describes the NFV ENCS Virtualized branch?

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 81

What tool helps the Cisco Business Architect to gain and leverage their knowledge of the customer's business?

- A. Solution Architecture Design Map
- B. Collaborative Business Model
- C. Business Model Canvas
- D. Customer Requirement Map

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 82

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 83

Which group represents the Cisco partnership levels?

- A. Bronze, Silver, Gold, Platinum, Global
- B. Affiliate, Associate, Preferred, Select, Global
- C. Bronze, Silver, Gold, Select, Multinational
- D. Select, Premier, Gold, Multinational, Global Gold

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 84

Cisco has a five-phased cloud plan. Which of the following is not one of the phases?

- A. Cloud Native Stacks
- B. Containers and Analytics
- C. Multi-cloud management
- D. Application renewal

Answer: D (LEAVE A REPLY)

Explanation

https://www.cisco.com/c/dam/m/en_emear/events/2016/emearcpc2016/pdfs/day_3/Cisco_s_Cloud_Strategy-Dowdy_Ulander.pdf

NEW QUESTION: 85

Cisco DNA Analytics and Assurance allow users to automate network performance management in all of the following ways. Which is not true?

- A. Gain network visibility
- B. Simplify management
- C. Save time, solve problems
- D. Turn insights into

Answer: D (LEAVE A REPLY)

NEW QUESTION: 86

Which phrase best describes the Cisco DX series?

- A. a service solution that offer business messaging, calling, and persistent meeting spaces
- B. a mobile endpoint solution designed to connect learns at any time, in any place
- C. a flexible and scalable platform for videoconferencing rooms :
- D. an all-in-one desktop collaboration device with an intuitive touchscreen

Answer: D (LEAVE A REPLY)

NEW QUESTION: 87

What is a key benefit of Cisco's hybrid services for collaboration?

- A. Customers can utilize conferencing solutions with Cisco Webex while retaining control of their collaboration services.
- B. Customers gain the benefit of Cisco Hosted Collaboration Solution services while retaining ownership and control of their collaboration services.
- C. Customers can choose multiple types of collaboration endpoints.
- D. Cisco manages all collaboration services so a customer's IT resources can focus on strategic priorities.

Answer: (SHOW ANSWER)

NEW QUESTION: 88

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

Answer: B (LEAVE A REPLY)

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

NEW QUESTION: 89

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

Answer: (SHOW ANSWER)

NEW QUESTION: 90

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

Answer: A (LEAVE A REPLY)

Unified Communications

Contact center

Conferencing

Collaboration Endpoints

NEW QUESTION: 91

Cisco has a five-phased cloud plan. Which of the following is not one of the phases?

- A. Cloud Native Stacks
- B. Containers and Analytics
- C. Multi-cloud management
- D. Application renewal

Answer: (SHOW ANSWER)

https://www.cisco.com/c/dam/m/en_emear/events/2016/emearcpc2016/pdfs/day_3/Cisco_s_Cloud_Strategy-Dowdy_Ulander.pdf

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NEW QUESTION: 92

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

Answer: D (LEAVE A REPLY)

<https://www.cisco.com/c/en/us/partners/partner-with-cisco/channel-partner-program/certifications.html#~stickynav=2>

NEW QUESTION: 93

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 enabling its sales team with the necessary tools and products to increase its market share
- C. Cisco's approach focuses on increasing revenue and reducing costs from a customer-centric perspective.
- D. 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.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 94

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 95

What is the Cisco TelePresence IX5200?

- A. A state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people
- B. An advanced all-in-one desktop collaboration solution featuring high-definition video
- C. A flexible video-conferencing solution designed for small huddle spaces
- D. An intelligent dual-camera speaker tracking solution with two LED screens.

Answer: A (LEAVE A REPLY)

<https://www.cisco.com/c/dam/en/us/products/collateral/collaboration-endpoints/sales-tool-c96-739424.pdf>

Cisco IX5200 is the state-of-the-art triple-screen system combining high fidelity audio/video and rich collaboration functionality for the most vivid immersive collaboration experience possible. As the first single-codec, H.265 triple-screen product, the IX5000 is both powerful and efficient. The system is designed for high value and flexibility for deployment beyond the boardroom. The IX5200 features a dual row of seats up to 18 people and supports Intelligent Proximity for content sharing to iOS and Android mobile devices (requires IX 8.1 software).

NEW QUESTION: 96

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 or product to gain a competitive advantage
- C. A process of estimating future sales
- D. A measurable result of an activity or process within the business

Answer: B (LEAVE A REPLY)

NEW QUESTION: 97

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

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 98

Cisco fog delivers business outcomes. Which is not one of the outcomes mentioned in the slides?

- A. Improve operational effectiveness
- B. Gain new revenue streams
- C. Increase product quantity
- D. Increase customer satisfaction and trust

Answer: C (LEAVE A REPLY)

<https://www.cisco.com/c/en/us/solutions/internet-of-things/iot-data-analytics.html>

NEW QUESTION: 99

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 100

Which is a key benefit of Cisco UCS?

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 101

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

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 102

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 103

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

Answer: B ([LEAVE A REPLY](#))

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

<https://www.ciscolive.com/c/dam/r/ciscolive/us/docs/2018/pdf/BRKCRT-2902.pdf>

NEW QUESTION: 104

What is the negative impact of digitization on businesses?

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

Answer: D ([LEAVE A REPLY](#))

<https://www.cisco.com/c/en/us/solutions/design-zone/networking-design-guides/digital-networkarchitecture-design-guides.html>

NEW QUESTION: 105

Which is a key benefit of Cisco UCS?

- A. Unified network fabric
- B. Distributed infrastructure management
- C. Integrated third-party applications
- D. Hardware-centric design

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 106

Which solution offers complete collaboration for midsize businesses up to 1000 employees'?

- A. Cisco UC1k
- B. Cisco Jabber
- C. Cisco BE7k
- D. Cisco BE6k

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 107

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. Limits the network access
- B. Secure from evolving threats
- C. Prepare for IoT growth
- D. Adapt to mobile demands

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 108

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 109

Which phrase best describes Cisco's software strategy?

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

Answer: A ([LEAVE A REPLY](#))

<https://www.cisco.com/c/dam/en/us/products/collateral/software/one-software/idcsoftware- strategy-paper.pdf>

NEW QUESTION: 110

Cisco offers customer care solutions for contact centers. Which option is not correct?

- A. Cisco Remote Expert Mobile
- B. Cisco Inbound Option
- C. Cisco Unified call studio
- D. Cisco Outbound Option

Answer: B (LEAVE A REPLY)

<https://www.cisco.com/c/en/us/support/customer-collaboration/remote-expert-mobile-11-6-1/model.html>

<https://www.cisco.com/c/en/us/products/unified-communications/unified-call-studio/index.html>

<https://www.cisco.com/c/en/us/products/customer-collaboration/outbound-option/index.html>

NEW QUESTION: 111

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 112

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 113

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

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

Answer: A (LEAVE A REPLY)

<https://www.cisco.com/web/AP/wireless/pdf/overview.pdf>

NEW QUESTION: 114

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

- A. Cloud-based service allowing customers to set up and configure an entire virtual data center in minutes
- B. Cloud-based security solution allowing customers to be protected on any device at any location

- C. Communication on an all-in-one platform designed to fit the way customers work
- D. Increased productivity, reduced total cost of ownership, and scalability to the data center

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 115

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. Security and privacy
- D. Application control of IoT sensors

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 116

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

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

Answer: C ([LEAVE A REPLY](#))

https://www.cisco.com/c/en_in/solutions/cloud/multicloud-portfolio.html#~stickynav=1

NEW QUESTION: 117

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 118

What is Cisco Unified Fabric?

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

Answer: C ([LEAVE A REPLY](#))

https://www.cisco.com/c/en/us/solutions/collateral/data-center-virtualization/unified-fabric/white_paper_c11-704054.html

NEW QUESTION: 119

The Cisco Email Security Appliance is an email security gateway product.

Which is not an email-borne threat?

- A. Phishing attempts
- B. Spam
- C. Malware
- D. Junk E-mail

Answer: D (LEAVE A REPLY)

NEW QUESTION: 120

What three key engines power Cisco DNA Center?

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

Answer: A (LEAVE A REPLY)

Cisco DNA Center is a complete management and control platform for your network designed, created, and implemented by Cisco.

Cisco DNA Center is the foundational controller and analytics platform at the heart of Cisco's Intent based Network. Cisco DNA Center simplifies network management and allows one to quickly set up various ISE services such as Guest and BYOD quickly and easily throughout the network, Cisco DNA Center also makes it easy to design, provision, and apply policy in minutes, not days across the network. Analytics and assurance use network insights to optimize network performance.

NEW QUESTION: 121

Cisco offers customer care solutions for contact centers. Which option is not correct?

- A. Cisco Remote Expert Mobile
- B. Cisco Inbound Option
- C. Cisco Unified call studio
- D. Cisco Outbound Option

Answer: B (LEAVE A REPLY)

https://www.cisco.com/c/en/us/td/docs/voice_ip_comm/cust_contact/contact_center/icm_enterprise/icm_enterprise_11_5_1/User/Guide/ucce_b_outbound-option-guide-for-ucce/ucce_b_outbound-option-guide-for-ucce_chapter_01.html?bookSearch=true

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NEW QUESTION: 122

Which phrase best describes Unified Communications?

- A. mobile endpoint applications that unify voice, video, and presence services to streamline communications and enhance productivity and collaboration
- B. video conferencing accessible across endpoints, devices, and applications within an organization

C. integrated voice, video, mobility, and presence services across endpoints, devices, and applications

D. voice and video collaboration services accessed from a unified endpoint

Answer: ([SHOW ANSWER](#))

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