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### NEW QUESTION 1

Cisco has endpoints that are designed to improve collaboration and address the widest range of use cases. Which of the following is not an endpoint?

- A. Phones and Desktop endpoints
- B. Video End Point Applications
- C. Room and Immersive Systems
- D. Mobile End Point Applications

Answer: D

### NEW QUESTION 2

AMP for endpoints decreases time to detection. What is Cisco's security time to detection?

- A. 8 hours or less
- B. 7 hours or less
- C. 10 hours or less
- D. 6 hours or less

Answer: D

### NEW QUESTION 3

Cisco HyperFlex delivers complete hyperconvergence. Which of the following is not a feature of this solution?

- A. Portable database applications
- B. Flash-optimized system
- C. Flexible scaling
- D. High data availability

Answer: A

### NEW 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

Answer: D

### NEW QUESTION 5

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

- A. reducing day one costs
- B. improving productivity

- C. gaining competitive advantage
- D. focusing on current needs
- E. obtaining a wide variety of point products
- F. reducing TCO

Answer: BCF

#### NEW QUESTION 6

Cisco aims to transform IT operations with complete hyperconvergence. Which of the following is not a benefit?

- A. Data acquisition
- B. Always on-storage efficiency
- C. Predictable performance
- D. Independent scaling

Answer: A

#### NEW QUESTION 7

Cisco 1000 series integrated services routers are fixed, high performance routers. Which is not a benefit of the routers?

- A. Connectivity
- B. Ease of use
- C. Exclusivity
- D. Comprehensive security

Answer: C

#### NEW QUESTION 8

The Cisco DX Series is ideal for everyone who collaborates. Which is a feature of this product?

- A. Intuitive touchscreen
- B. Accessible from any browsers
- C. Dual screen options
- D. Real-time private and group chat

Answer: A

#### NEW QUESTION 9

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

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

Answer: A

#### NEW QUESTION 10

What does Cisco call the intelligent, closed-loop, and self-optimizing system built on Cisco DNA?

- A. The Assured Network
- B. The Automated Network
- C. The Encryption Initiative
- D. The Network Intuitive

Answer: B

#### NEW QUESTION 11

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

#### NEW QUESTION 12

Cisco TrustSec software-defined segmentation is simpler to enable than VLAN-based segmentation. Which of the following is not a feature of TrustSec?

- A. Diversified compliance
- B. Apply policies across the network
- C. Lower operational expenses
- D. Reduce risks

Answer: A

#### NEW QUESTION 13

Which device is installed in user devices and makes wireless connections between them and a network?

- A. Access point
- B. Bridge
- C. Router
- D. Client adapter

Answer: D

#### NEW QUESTION 14

Customer relationship takes into consideration the conceptual nature of person as compared to their detailed nature. What does conceptual nature means?

- A. The conceptual nature of a person is about their knowledge and their intrinsic and extrinsic motivations.
- B. The conceptual nature of a person is about their work experience and their intrinsic and extrinsic motivations.
- C. The conceptual nature of a person is about their personality and their intrinsic and extrinsic motivations.
- D. The conceptual nature of a person is about their attitude and their intrinsic and extrinsic motivations.

Answer: C

#### NEW QUESTION 15

A variety of factors drive the target state of the business. Which of the following is not a factor?

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

Answer: B

#### NEW QUESTION 16

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