

700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

What type of solution includes both premise and cloud components?

- A. Persistent
- B. Hybrid
- C. Mobile
- D. Dedicated

Correct Answer: B

QUESTION 2

What is a common Financial industry need?

- A. Increasing guest loyalty with customized services.
- B. Offering or scaling digital communication channels for customers.
- C. Providing a way for students to collaborate electronically.
- D. Addressing natural disasters.

Correct Answer: B

QUESTION 3

What is a vertical approach to selling?

- A. Selling to friends and family.
- B. Selling based on common industry needs.
- C. Selling to a line of business, regardless of industry.
- D. Selling to IT.

Correct Answer: C

QUESTION 4

What is a unique feature of Spark?

- A. Firewall traversal for premise-based solutions.
- B. Persistent content available to room participants.

- C. Advanced video routing on video-only networks.
- D. Support of unified communications with contact center.

Correct Answer: B

QUESTION 5

How many employees admit to bringing other work to meetings?

- A. 20%
- B. 45%
- C. 55%
- D. 70%

Correct Answer: D

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