

700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which SWSS offer allows customers to choose the right level of service for on-premises, cloud, and hybrid environments?

- A. Enhanced SWSS
- B. Unified Communications SWSS
- C. Lifecycle SWSS
- D. Cisco Spark and WebEx SWSS

Correct Answer: D

QUESTION 2

Which option is the average cost to hire an employee in the United States?

- A. 5 thousand dollars
- B. 10 thousand dollars
- C. 25 thousand dollars
- D. 20 thousand dollars

Correct Answer: C

QUESTION 3

For which purpose was the Cisco Spark Flex Plan designed?

- A. to simplify the transition to cloud-based collaboration solutions
- B. to simplify the transition to hybrid-based collaboration solutions
- C. to simplify the transition to all collaboration solutions
- D. to simplify the transition to premises-based collaboration solutions

Correct Answer: A

QUESTION 4

Which sales play focuses on B2B and B2C communication?

- A. HR

B. facilities

C. entertainment

D. travel

Correct Answer: D

QUESTION 5

Which percent of IT spending is controlled by IT?

A. 50%

B. 40%

C. 60%

D. 80%

Correct Answer: C

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