

## 700-651 Q&As

Cisco Collaboration Architecture Sales Essentials

### Pass Cisco 700-651 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.leads4pass.com/700-651.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco  
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



**QUESTION 1**

Which components of the on-premises collaboration solution offer IP firewall traversal for B2B and B2C calling?

- A. Cisco Expressway Core and Expressway Edge
- B. Cisco TelePresence Conductor
- C. Cisco TelePresence Server
- D. Cisco Unity Connection server

Correct Answer: A

---

**QUESTION 2**

How is transactional revenue procured?

- A. through a subscription-based model
- B. through a one-time transaction
- C. through a time-building model
- D. through massive marketing campaigns

Correct Answer: B

---

**QUESTION 3**

Which two options are differentiators of the Cisco Collaboration Architecture? (Choose two.)

- A. Collaboration tools are set up all at once
- B. Ability of Cisco to integrate with many other collaboration solutions
- C. Integration of Cisco Presence into the solution
- D. Business-to-business extensibility
- E. Prestige of the solution

Correct Answer: BD

---

**QUESTION 4**

Which step is the first in a converged architecture strategy and assessment?

- A. Conduct network assessment based on KPIs.

- B. Identify architecture gaps.
- C. Apply benchmark metrics.
- D. Perform business and technical analysis of infrastructure.

Correct Answer: C

---

## QUESTION 5

Which purpose of the Customer Lifecycle is true?

- A. understanding why single-transaction customers are preferred
- B. understanding what a customer needs between onboarding and renewing, and creating a customer for life
- C. understanding when you should no longer be selling products to a customer and start focusing on new customers
- D. understanding how to entice the customer to contact you when they want to purchase additional products

Correct Answer: B

[700-651 VCE Dumps](#)

[700-651 Practice Test](#)

[700-651 Braindumps](#)