

700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two.)

- A. Fast adoption of organizational changes
- B. How to engage with external suppliers quickly
- C. Reliability of the company infrastructure
- D. Go-to-market time of new products or services
- E. Changing customer demands

Correct Answer: AC

QUESTION 2

Which option do you need to apply a customer budget to products?

- A. knowledge of who the decision makers are
- B. clear understanding of the end goal
- C. if the customer has any flexibility in their budget to buy additional products as needed
- D. what licenses apply to each product

Correct Answer: B

QUESTION 3

Which option lists steps to every sale?

- A. qualification and rapport
- B. rapport and awareness
- C. introduction and qualification
- D. awareness and education

Correct Answer: A

QUESTION 4

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 5

Which Cisco phone has capability for all collaboration requirements, including intelligent proximity, Wi-Fi, and video?

- A. 8865
- B. 8841
- C. 8845
- D. 8861

Correct Answer: A

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