

700-651 Q&As

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Why does the millennial generation have a different perspective and expectation on how work is approached?

- A. They can relate better to people that other generations.
- B. They grew up with the Internet and technology.
- C. They have always worked in team environments.
- D. They know more about the global economy.

Correct Answer: B

QUESTION 2

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 3

Which factors help determine the collaboration fit?

- A. complexity and interactivity
- B. audience size and distribution
- C. complexity and duration
- D. complexity and audience size

Correct Answer: D

QUESTION 4

How is recurring revenue procured?

- A. through a time-building model

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

Correct Answer: C

QUESTION 5

Which option does BYOx refer to?

- A. bring your own application
- B. bring your own XML
- C. bring your own device
- D. bring your own experience

Correct Answer: A

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