700-651 $^{Q\&As}$

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which feature of SWSS eliminates the need to repurchase software licenses?

A. software updates

B. expert support

C. license portability

D. license updates

Correct Answer: C

QUESTION 2

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 3

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 4

How long do new workforce employees stay with a company on average?

A. 5 to 10 years

B. 9 to 15 years

C. 3 years or less

D. 3 to 5 years

Correct Answer: C

QUESTION 5

Which Cisco product is a premised-based, cloud-managed telephone platform that targets the SMB market for partner recurring revenue?

A. Cisco Hybrid Media Services

B. Cisco Hybrid Business Edition 6000

C. Cisco Spark Flex Plan

D. Cisco Business Edition 4000

Correct Answer: D

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